

GRAIN DEALERS' JOURNAL

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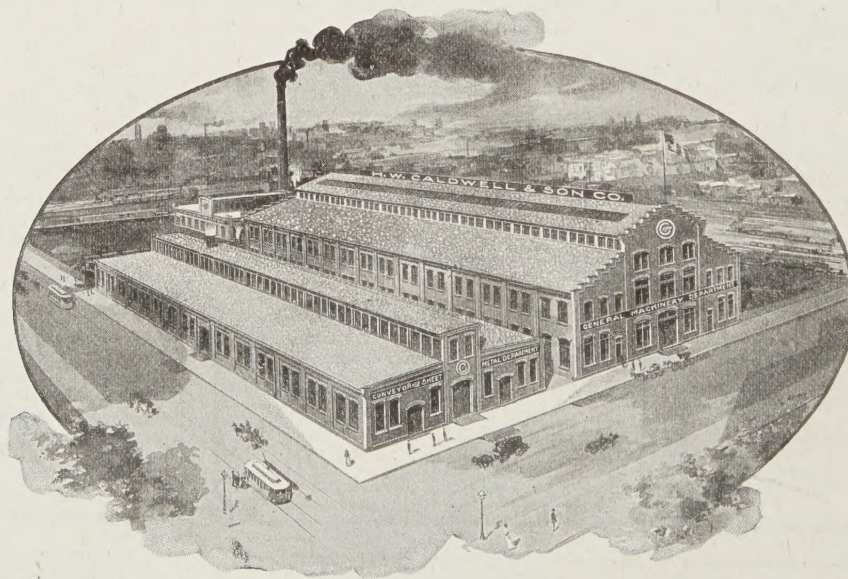
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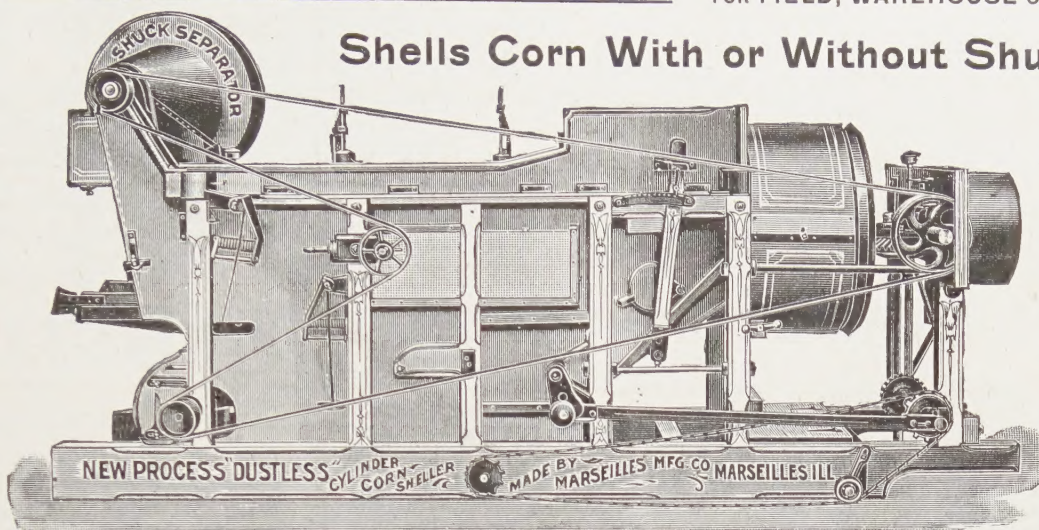
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In one operation corn is husked and shelled, separated and cleaned.

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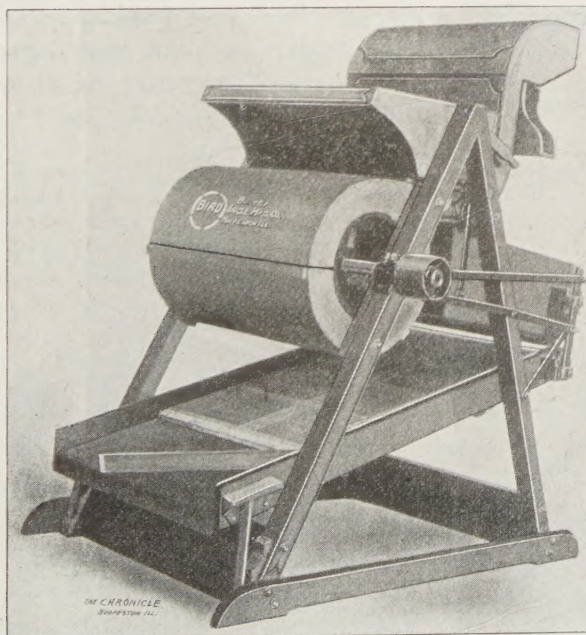
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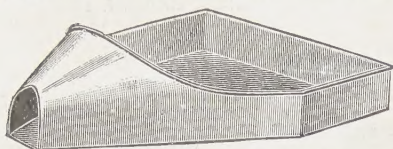
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Grain Size, in Russia Iron. **.50**

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FOR
1899-1900 **GAZETTEER**

Containing Complete Grain Inspection Rules
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**Official Lists of
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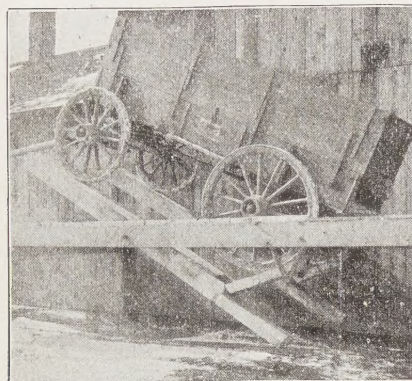
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**There is no dump that pretends
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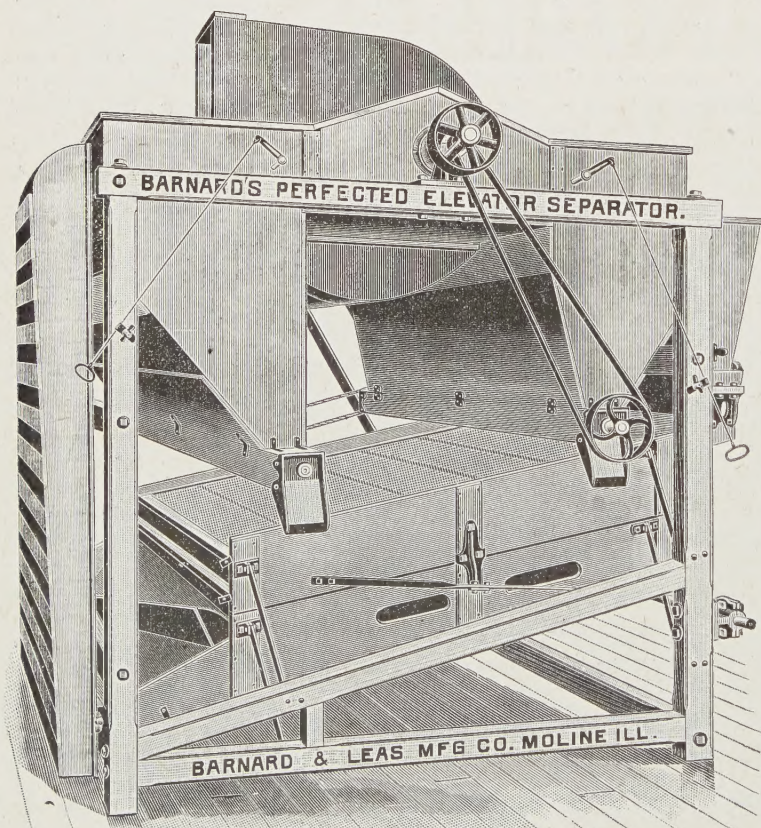
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We remain, yours truly,

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A Perfect Cleaner.**Barnard's
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Separators.**

The very great efficiency of this machine both in its air separations and sieve separations has astonished everyone to whom we have sold it.

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It also reduces pounds to bushels on the same page. This book is well bound. The tables are printed in red and black, with heavy and light faced type.

Price \$5.00.

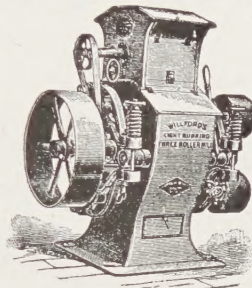
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They have solid cast frames.
They have simple but perfect adjustments.
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Will Stand the Wear and give as good results in this respect as any drier in the market.

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BY NATURE'S OWN METHOD.
WE CAN DO IT.

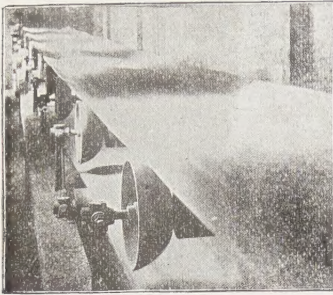
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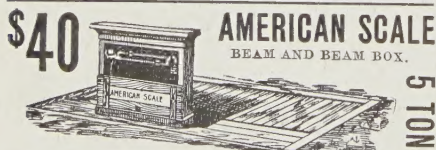
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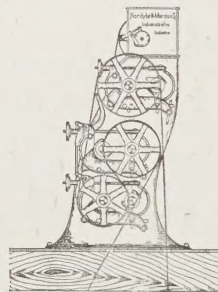
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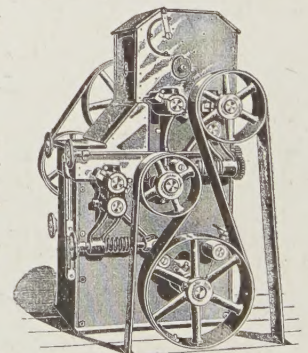
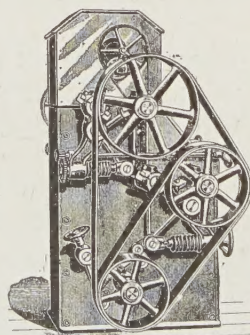
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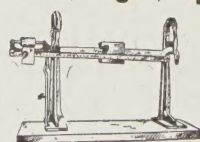
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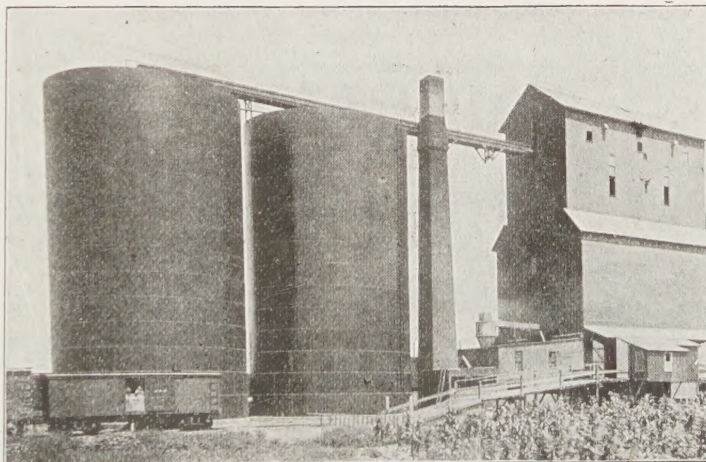
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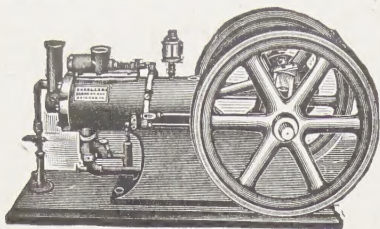
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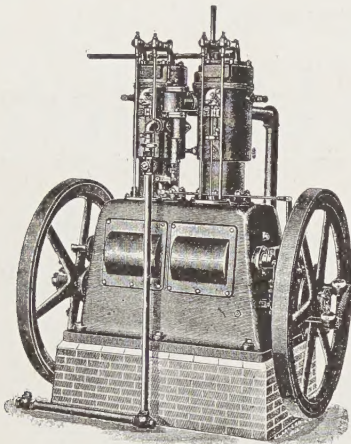
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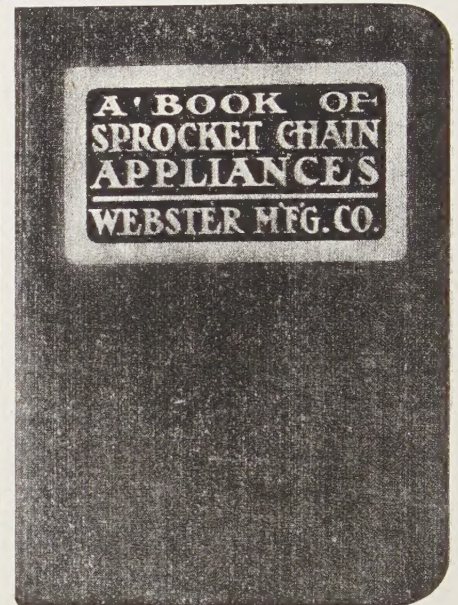
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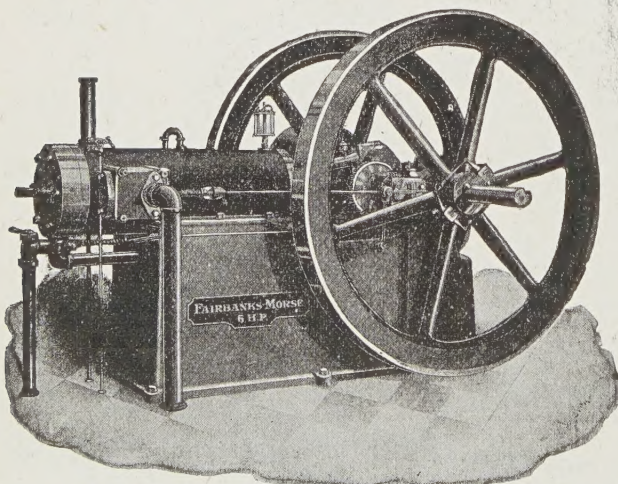
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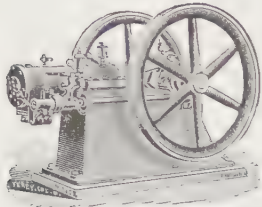
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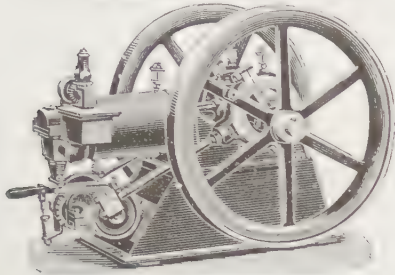
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THE DAYTON GAS AND GASOLINE ENGINE leads all others in

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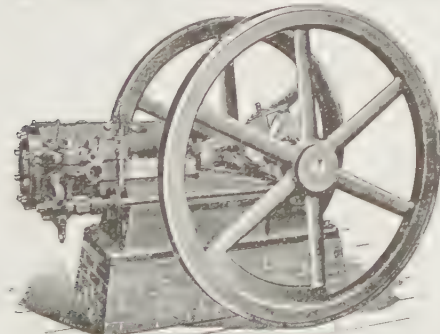
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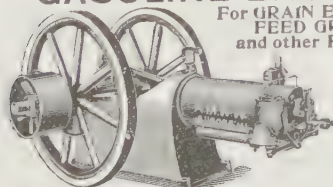
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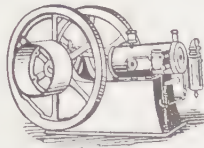
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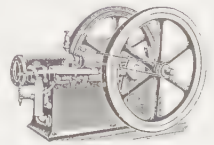
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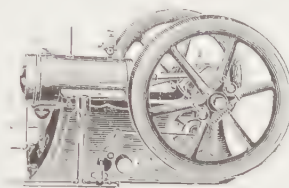
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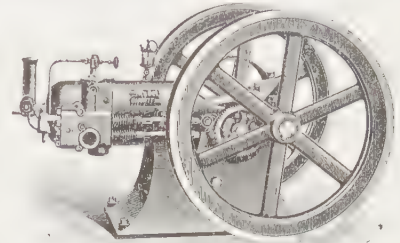


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GARRETT, IND.

Ramsey & Co., brokers, have recovered judgment for \$1,833 against Joseph A. Conner, grain dealer at Omaha, Neb., for margins lost in grain futures.

A mortgage on crops to be grown in the future does not become a lien until the crops are produced, for the reason that the mortgagor can not own what does not exist.

The legality of the revenue tax bill on bills of lading of grain for export is being tested by the Northern Pacific Railway Company. The case will be taken to the United States Supreme Court.

Watkins & Anderson, of Buffalo, N. Y., have brot suit against I. A. Graves & Co., for the value of a car of wheat. The price was high when the contract was made, and the buyer on delivery claimed that the wheat was not up to grade.

The Bismarck Elevator Co., of Bismarck, N. D., has brought suit against Funsten Bros. & Co., commission merchants, for \$2,445, alleging that it acted as agent for defendant in the purchase of wool for some years and that this amount is still due on the transactions.

Iddings & Arnold, of Bradford, O., are defendants in a suit for \$10,000 damages brot by Martin Leddy for the death of his son, Simon, in their elevator. Leddy alleges that an employe of the firm sent the boy into a bin where he was smothered. The firm claims that the lad was playing with others near the bin and fell in and was smothered thru his own carelessness.

In the suit of Rice against the Madelia Farmers Warehouse Co., the Minnesota Supreme Court has decided that the owner of grain stored with a warehouseman is entitled to maintain an action against the directors, officers and members of the warehouse company, when the grain has been wrongfully disposed of thru the fraud of the directors, officers or members of the warehouse company.

The North Dakota Supreme Court has decided in the case of Peterson against the St. Anthony & Dakota Elevator Co., that when the holder of a chattel mortgage requests the giver of the mortgage to haul away and sell the wheat covered by the lien so as to pay the holder of the mortgage with the proceeds, such instruction operates as a waiver of the lien, provided a sale is actually made.

The supreme court of South Dakota has decided against the elevator company in the suit of H. S. Fletcher, of Watertown, against the Northwestern Elevator Co., for the value of a quantity of wheat for which the company's agent, George Dixon, at Gardner, S. D., had issued storage tickets. Dixon, as agent, issued wheat checks against wheat alleged to have been stored in the elevator by his father, subsequently borrowing money from Fletcher and the banks by depositing the checks as collateral security. Failing to redeem the checks before he got into trouble for which he is now suffering the penalty of the law, a demand was made upon the elevator by the bank and Fletcher to cash the checks, which demand was refused on the ground that the checks were, in effect, fraudulent—that is to say, there was, as a matter of fact, no wheat received by Dixon; that he issued the checks for his private use without consideration on the part of the company; that he used these checks for the purpose of collateral for his individual gain, and that the company had received nothing in return for the checks. In effect the decision holds the elevator company responsible for the acts of its agent while in the company's employ. If he issues wheat checks, whether he actually receives wheat or not, the supreme court holds that these checks are good in the hands of innocent holders, and that if the company wishes to "get even" with the agent it must look to his bondsmen.

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GOOD elevator on C., R. I. & P. Kent, care Grain Dealers Journal, Chicago.

ELEVATOR for sale or trade for farm in Iowa. J. H. B. Striegel, Harper, Iowa.

ELEVATOR and live stock business for sale, in western Iowa. Box 5, Halbur, Iowa.

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ELEVATOR on C., R. I. & P., grain, flour, feed and coal business. Fine equipment. W. A. Lower, Herington, Kan.

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ELEVATOR and grain business in best farming section in western Iowa, on C. & N.-W. line, for sale. For full particulars, address Box 14, Arion, Ia.

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ELEVATOR for sale on C. & N. W. Ry. in Iowa corn and oats territory; doing good business. Address J. J. Fones, 522 Rialto Bldg., Chicago, Ill.

WISCONSIN elevator, with first-class equipment, for sale cheap; on N. W. R. R., 40 mi. from Milwaukee. Address Geo. H. Crowns, Port Washington, Wis.

ELEVATOR for sale, in as good a corn and wheat belt as there is in Indiana. Owing to the death of Mr. R. M. Gard we offer the elevator for sale. R. M. Gard & Co., Seircleville, Ind.

ELEVATOR and handsome residence property for sale, located on the C. A. & C. R. R., 12 mi. from Columbus, in Franklin Co. Could operate lumber and coal business in connection. John Boles, Westerville, Ohio.

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ONE-HALF or whole interest in a grain, lumber, coal and hardware business, in a rich farming community. Good reasons for selling; about \$3,000 buys ½ interest; a bargain. Address Stapleton & Mitchell, Lake City, Ill.

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WILL TRADE good, new threshing outfit for good elevator in N. W. Ia., S. E. S. Dak., Minn., or N. D. J. I. Case make, bot late in the fall of 1898; 36-in. cyl., 16-h. p. engine, 20-h. p. boiler; Farmers' Friend Russell blower; Hawkeye Parsons self feed; all in first-class running order. Lock box 11, Viborg, S. D.

ON account of poor health will sell my elevator at Gibbon, Neb., on Union Pacific Ry., capacity, 20,000 bu.; steam power; 2 stands of elevators; cleaner; feed mill; large hopper scale; sacking room; elevator arranged for cleaning and sacking in transit. Price, \$4,500; will take part in land. Address H. R. Sheldon, Gibbon, Neb.

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WANTED, your grain elevator plans to make. Good work. Write for prices. Austin B. Hayes, Indianapolis, Ind.

POSITION wanted as manager of country station or in terminal elevator. L. A. Lewellyn, Tremont House, Chicago.

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PARTNER wanted with some capital, to engage in the grain, lumber and machinery business. Can buy 150,000 bu. grain and sell 60 carloads lumber annually. None but good, practical, hustling business men need answer. Address J. H. Fitzgerald, Geneseo, N. Dak.

A RARE CHANCE. Splendid opportunity for some one with \$12,000 to \$15,000, who would be satisfied with 15 to 35 per cent on investment; based on past experience. Do not answer unless you are in earnest. Must be taken quick. D., Lock Box 95, Coffeyville, Kan.

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ELEVATOR and warehouse for rent, the Olympia, on Penna. R. R. in Valparaiso; possession June 30; only responsible party wanted. Write to owner, Chas. H. Lindner, Valparaiso, Ind.

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GASOLINE engine; 12 h. Fairbanks Morse, used 3 mos. Wm. R. Perrin & Co., 46th and Loomis, Chicago.

ENGINE, 35 and boiler, 40 h. p., Stillwell heater; all connections; 40 ft. stack; \$225 f. o. b. Piqua. A bargain. Come and see it. C. N. Adlard, Piqua, Ohio.

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GOOD Frost engine 20 and boiler 30 h. p., at \$100 less than cost. Bot for new elevator; but owing to hitch new engine was put in, this being inaccessible. Seafield Grain Co., Wolcott, Ind.

NEW AND SECONDHAND engines, boilers, pumps and grain elevator machinery and supplies bought and sold. Write me your wants; I can save you money. W. M. Goggin, Board of Trade, Chicago.

STEAM outfit for sale; complete; good as new; price, \$300 cash; 20-h. p. engine and boiler, including firebrick and common brick furnace, in use only 4 months; engine and boiler guaranteed to be in good order. James Sheeran, Chapman, Kan.

Do you want to keep
what you've got?

If a man's got something
he don't want himself,
and it will benefit any one
else to have it, and he
will profit by their hav-
ing it, it's bad judgement
if he doesn't tell them
about it.

He can't tell them
about it in any better way
than by little talks in ad-
vertising.

Just an every day talk,
telling in a plain way
what he's got.

The more talks you
give them and the better
the talks are; the quicker
they'll take what you
have.

We write these plain
little talks for all kinds
of business.

Write 'em for booklets,
circulars, catalogues or
newspaper space.

Charles H. Marsh & Co.
Chamber of Commerce
Chicago.

Telephone Main 67.

MACHINES FOR SALE.

CORNWALL Corn Cleaner No. 2; good order; \$50 f. o. b. L. L. Cass, Weston, O.

INGRAHAM combined grain machine for sale. Cost, \$400; price, \$50. P. H. Bump, Janesville, Wis.

CORNMEAL ASPIRATOR and purifier for sale. Case, No. 23; price, \$50. Wamego Elevator, Wamego, Kan.

CORNWALL CORN cleaner No. 2, used 3 months, \$75, f. o. b. Washington C. H. O. B. S. Constant Co., Bloomington, Ill.

SHEAVE for sale; one 8-ft., 12-groove; for 1½ in. rope; good as new. M., Box 5, care Grain Dealers Journal, 10 Pacific av., Chicago.

GRAIN SEPARATORS for sale cheap. Make perfect separation and seed grain. Dealers handling them make \$60 weekly. Hirsch Bros., Milwaukee, Wis.

HOWES No. 5 oat clipper and Howes dustless separator, both for \$250 fob. Chicago; capacity, 500 bu. per hour. Guaranteed to be in first-class condition. Z., Box 2, care Grain Dealers Journal, 10 Pacific Av., Chicago, Ill.

FEED ROLLS, SCALES.—3 three-high feed rolls; 3 600-bu. and 3 60-bu. Fairbanks hopper scales at a bargain; receiving and milling separator at your own price. S. G. Neidhart, 110 Fifth Av. S., Minneapolis, Minn.

HOWES dustless separator for sale, with screens for wheat, corn, oats; 800 to 1,000 bu. per hour; almost good as new; will sell cheap, are in the way since not needed. J. M., Box 6, care Grain Dealers Journal, 10 Pacific Av., Chicago.

NEW and second hand gasoline engines, roller feed mills, steam engines, boilers, shafting, pulleys, belting, flour mill and elevator furnishings at your own price. We corrugate rolls on best machines at large discount. Get our prices and save money. Jackson Corn & Feed Mill Co., Minneapolis, Minn.

THREE Monitor separators, capacity 800 to 1,000 bus. per hour; have been in use two years; in good repair; 3 Silver Creek oat clippers, capacity 400 bus. per hour; condition good; 4 Morgan oat clippers, capacity 400 bus. per hour; condition good. We will sell these machines very reasonable. Armour & Co., Chicago.

MACHINES WANTED.

IF YOU do not find what you want advertise for it here.

MACHINES not in use can be sold by advertising. Get your money out of them; get the machines out of your way; sell them and reduce your fire risk.

ELEVATOR SITES.

TEN ELEVATORS wanted on the Findlay, Ft. Wayne & Western Ry. Good locations. Communicate with Frank Finney, G. F. A., Findlay, Ohio.

LOCATIONS. Persons wishing to locate elevators or other industries in or about Chicago will find excellent locations along the Belt Ry. (known as the inner belt). They offer especial advantages in car supply, prompt movement of cars, low rates, etc., and are within teaming distance of Chicago. Call on or address B. Thomas, Pres. and Gen. Mgr., Belt Ry. of Chicago, Room 11, Dearborn Station, Chicago.

GRAIN FOR SALE AND WANTED.

DAMAGED grain wanted. W. B. Gallagher, 72 Pearl St., Buffalo, N. Y.

NEW, home grown timothy, clover and millet seed for sale. J. R. Smith & Son, Lamoni, Iowa.

CLOVER seed and clover screenings wanted; all grades; send samples. Johnson & Son, Goshen, Ind.

WANTED to correspond with shippers of mixed oats in Ohio, Ind. and Ill. We want oats for our interior trade. Seeds Grain Co., Columbus, O.

ENGINES WANTED.

GASOLINE ENGINES wanted, or will exchange. All makes and sizes. McDonald, 60 S. Canal street, Chicago.

NEW and second-hand engines, boilers, pumps and grain elevator machinery and supplies bought and sold. Write me your wants; I can save you money. W. M. Goggin, Board of Trade, Chicago.

ENGINE and boiler wanted. I want to buy 20 h. p. engine and 25 or 30 h. p. boiler, pump and fittings; also second-hand 10 to 20 ton hopper scale. All must be in good condition ready for use. Address, giving lowest cash price. John H. Lynds, White Cloud, Kan.

GRAIN DEALERS COMPANY,
10 PACIFIC AVE., CHICAGO, ILL.

Gentlemen:—Enclosed find One Dollar for which please
send the **GRAIN DEALERS JOURNAL** for one year to

Name _____

Post Office _____

County _____

Date _____ State _____

SPOUTINGS.

The nature of the Nile floods this season will cause Egypt to import instead of export corn.

Liverpool has adopted a new standard of No. 2 spring wheat, in force from March 1 to Aug. 1, 1900.

War tax in England is one shilling per 8,000 bushels; in the United States two shillings on 5,000 bushels.

In China wheat is sown in rows. An irrigated ditch 6 inches deep runs the length of the field every 3 or 4 feet.

The largest corn farm in the world is said to be that of W. P. Adams, near Odebolt, Ia. It is three miles square.

The finance bill is now law. That part of the Internal Revenue law taxing the grain dealer on every transaction has not been repealed.

Dr. R. G. Hobbs, of Springfield, Ill., is collecting contributions with which to purchase 50,000 bushels of corn for the starving natives of India.

German farmers threaten to become free traders if the German manufacturers do not stand with them on the meat bill and other agrarian measures.

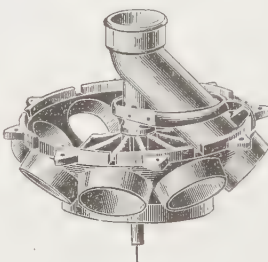
An international congress of milling will be held in connection with the Paris Exposition, Aug. 9, 10 and 11. Millers, grain dealers and others interested are entitled to take part in the proceedings on payment of 10 francs initiation fee. Inquiries may be addressed to M. Cornu, secretary, 6 Place du Louvre, Paris.

Corn millers held a meeting at Chicago recently to consider ways of securing relief from discriminating freight rates. It is said corn can be shipped to foreign countries and milled cheaper than it can be ground here and shipped as cornmeal.

Cleveland is a breeding ground for fake

oil companies, which advertise for agents. The agents receive glowing circulars about the great wealth they could accumulate by selling oil, for the sole purpose of disposing of the outfit, which costs all the way from \$5 to \$15. Of course the agents have the privilege of canvassing for the company's oil, but he very soon learns, upon making the attempt, that he is not in it for the business. It is the same with many other concerns, "agents wanted," and a new sucker has to be born every minute to keep them supplied with ammunition.—The Caxton Caveat.

Hall Grain Distributor AND OVERFLOW INDICATOR.



*Absolutely
Prevents...*

Mixing grain during process of distribution between turn spout and bins.

**Automatically
Notifies Oper-
ator when Bin
is full.**

Some of the line companies using our distributors in large numbers:

Nye & Schneider Co.
Trans-Mississippi Grain Co.
Crowell Lumber & Grain Co.
Udike Grain Co.
St. Anthony & Dakota Elevator Co.
Minnesota Elevator Co.
Inter-State Elevator Co.

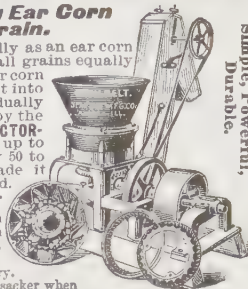
Send for booklet to **Hall Distributor Co.,**
222 First National Bank Bldg., OMAHA, NEB.

CORN BELT POWER GRINDER.

**For Grinding Ear Corn
and Small Grain.**

Designed more especially as an ear corn grinder, but will grind all grains equally well. Does not crush ear corn and cob, but cuts it first into coarse and then gradually finer cubes until taken by the burrs. **GRINDS SATISFACTORILY** with 3-horse power up to 15. It's slow speed, only 50 to 300 revolutions. So made it can't heat and spoil feed.

WE GUARANTEE IT to grind more ear corn per horse power than any other grinder made. Grinding parts easily taken out and replaced if necessary. Equipped with elevator and sacker when desired. Write us for circulars, prices, &c., before you buy.
SPARTAN MANUFACTURING CO., 25 Fox St. Aurora, Ill.



Simple, Powerful,
Durable.

BUYERS OF DAMAGED GRAIN.

DAMAGED GRAIN WANTED.

I buy damaged grain of all kinds. Write or wire me.

WM. B. GALLAGHER,
72 Pearl Street, - - BUFFALO, N. Y.

East Side Milling Co.
TOLEDO, OHIO.

Buyers of Salvage Grain

Also all grades of off-grade Grain of all kinds, Screenings and low-grade Flour. Send samples and ask for bids.

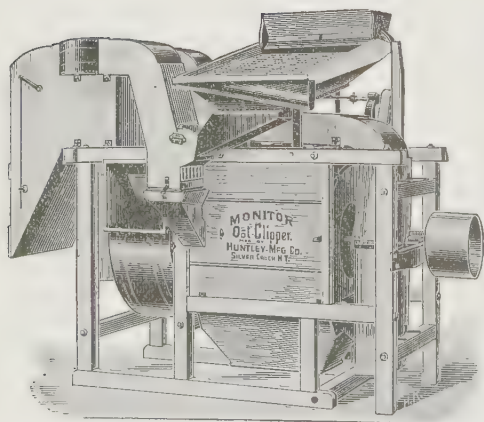
MONITOR MACHINES STANDARD THE WORLD OVER.

Barley, Corn, Flax
Cleaners.

OAT CLIPPERS,
GRAIN CLEANERS.

High Grade ——— Superior Construction

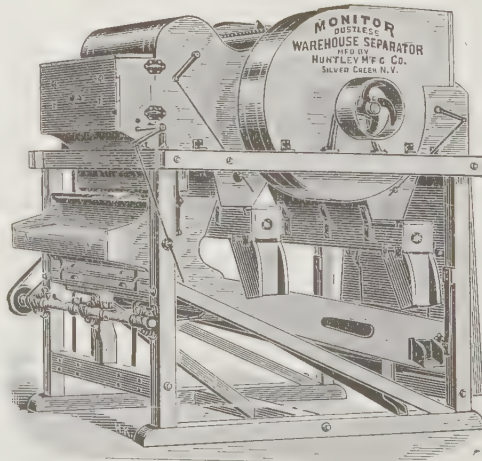
Write for Full Information, Circulars, Etc.



**HUNTLEY
MFG. CO.,**

Sole Manufacturers,

SILVER CREEK, N. Y.



GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month

BY THE

GRAIN DEALERS COMPANY.

10 PACIFIC AVE., CHICAGO, ILL.

CHARLES S. CLARK, Editor.
J. CARVER STRONG, Advertising Representative.
NORMAN H. CAMP, . . . Attorney for the Company.

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Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., MARCH 25, 1900.

Ohio dealers are much discouraged by the prospects of their winter wheat altho harvest time is full three months away.

Iowa grain dealers held three meetings during the present month and still there are some districts of the state not blessed with an association.

Editor Sheldon has barred reports of Chicago Board of Trade markets from the columns of his ideal daily. What can the matter be? Has the Board sinned so grievously as to merit ostracism?

The experience of the Kansas Association with its annual meeting and excursion serves to emphasize again the fact that grain dealers who attempt to play and work at the same time will not do much work.

Owning an elevator at one station does not entitle a grain dealer to be considered regular everywhere else on earth, nor establish his right to jump into other markets and make trouble for the regular dealers.

The covetous, avaricious country buyer who cannot rest content unless he gets the bulk of the grain marketed at his station is likely to be a trouble breeder until a large forfeit is deposited for the purpose of keeping him in line for fair profits.

The Standard Oil Co. is reported to be interested in wheat. Now, if those interested in gasoline to the extent of a few gallons every day can capture this money, it will be only a fair retribution for the extortionate price charged by the trust.

In the last number we called attention to the work of an expert who connected the dust pipes of a dust collecting system with the outlet ports of the dust collectors. Since then we have experienced a new sensation and been enveloped in a thick cloud of dust emitted from an old style dust collector which had its air outlet closed with a piece of sheet iron laid over the top. These two examples of the efficiency of the mechanical ex-

pert (?) serve to recall that instance of marked capability found in the man who ran his corn sheller backward.

There is no law prohibiting the placing of revenue stamps on grain tickets, so the grain buyers at country points can waste their money this way if so disposed. The ruling of the Commissioner of Internal Revenue published in the last number made it plain to all that it is not necessary to stamp grain tickets.

The government estimate of corn reserves is thot by many to be entirely too large. If Iowa is a fair index of the country somebody is bound to be greatly surprised. Dealers in attendance at recent meetings in that state were all bullish and some of them reported that they had no corn in their cribs, neither did the farmers of their district.

Grain buyers and receivers who are disposed to profit by the experience of others will do well to deal cautiously with strange firms shipping grain from Oklahoma. At least one man has paid heavy overdrafts for the privilege of learning that Oklahoma has some individuals posing as grain firms who change their address and their name at frequent intervals.

Shippers who are disposed to improve their grain prior to shipment, and also anxious to thoroly mix grain of different qualities before shipment, would find it to their advantage to provide spouts with sieve bottoms, so that they can spout grain from two or more bins to an elevator boot at the same time, thereby removing much foreign matter and mixing grain sufficiently to make its quality uniform.

Grain dealers who are taking an active interest in the agitation for better roads leading to their towns will be more likely to receive grain every week of the year than the buyer who sits back and scouts the agitation as impracticable. The market which is accessible to farmers of the surrounding territory at all seasons of the year is sure to receive much more grain than the nearby market to which a grain laden wagon is forbidden admission by bad roads.

The shipper who plugs cars in such a bunglesome manner that the grader of surface grain is compelled to grade grain two or three grades lower when load is shoveled into another car, will profit by devising a practical mixing device for the work. The careless manner in which many shippers place grains of different qualities in the same car is really startling. Frequently the discovery of the superficial deception makes a difference in the price of 10 to 15 cents per bushel. Any dealer who has had any experience in the business should be able to fix up a simple device for thoroly mixing his grain before

shipment. A number of different devices have been made for this purpose, and most of them have paid their first cost in the mixing of a single car load.

Iowa grain dealers are rapidly getting in line for the advancement of the common interests of the regular dealers. The recent meeting at Des Moines for the purpose of organizing a strong association was well attended by dealers from the central and northern part of the state. Few associations have started out under such favorable auspices as the new organization. Not only was the attendance good, but the interest shown in the proceedings and the number subscribing to the constitution was decidedly encouraging.

There is one feature of association work which some of the organizations have not yet established, and that is a Board of Arbitration to which all members must submit differences and disputes for hearing. It is a work which will educate dealers to be more careful in the making of contracts and also more sincere in fulfilling them. Heretofore association work has been confined largely to the scoop man and troubles from without. Now the regular dealer who fails to recognize the sanctity of a contract must be recognized and dealt with just as harshly as offenders in other lines have been dealt with heretofore. It will be to the profit of the careless, as well as the careful dealer, who strives to fulfill every contract to the letter and to maintain a reputation unsullied by dishonorable action. It will surely raise the standard of grain dealers to a higher plane, educate them to more careful methods and give them a clearer understanding of their rights in trade matters.

Iowa grain dealers were not persistent enuf in their demands for the enactment of an amendment to the existing Land Lord and Tenant Law to secure the desired change. The bill was defeated in the Senate by one vote. The friends of the movement are consoling themselves with the determination to have a stronger bill drafted for presentation at the next Legislature. The defeat this time will prompt them to obtain the active support of a larger number of grain dealers before undertaking the work. When the next Legislature convenes the grain dealers of Iowa will be in far better condition to fight for their just dues and the matter will be agitated long before the campaign is begun at the state capitol. It is to be regretted that the dealers of the state did not respond more promptly and work more vigorously in assisting the leaders. As a result of their apathy every dealer of the state will of necessity virtually guarantee rent for all land leased for the purpose of growing grain.

PATENTS GRANTED

The Albert Dickinson Co., of Chicago, Ill., has registered a trade mark, under number 34,294 (see cut) on grass, clover and field seeds and seed grains. The essential feature is the word Crescent and the crescent shaped symbol inclosing the letter D.

John M. Lasswell, of San Miguel, Cal., has been granted letters patent No. 645,228 (see cut) on a self-leveling grain cleaner. The principle feature on which this patent is issued is the way in which the cleaning screens are hung and the method of tilting them, so that they all keep parallel plains, regardless of the angle at which they may be tilted.

Thos. A. Boyers, of Gainsville, Texas, has been granted letters patent No. 644,701 (see cut) on a grain door for freight cars. This door slides on a rod. When not in use it is fastened to side of car with a hook. When wanted for use is disengaged from the hook and swung



around and let down to the jam. There is an opening in center of door, out which grain is allowed to pass when car is being unloaded.

The Albert Dickinson Co., Chicago, Ill., has registered a trade mark under number 34,295 (see cut) on grass, clover and field seeds and seed grains. The essential feature is the word Sun and the sun shaped symbol enclosing the letter D.

Ludwig Teweles, of Milwaukee, Wis., has registered a trade mark under number 34,296 (see cut) on certain named seeds. The essential feature is the word Badger, and the representation of a Badger.

Charles Mallinson, of Liverpool, Eng., has been granted letter patent No. 645,366 (see cut) on an apparatus for drying grain and other material. This drier consists of two upright trunks provided with internal heating pipes. The air is heated by being drawn over a coil of pipes, and is forced thru the grain. The grain is admitted to the upright trunks at the top and slowly carried thru them by a spiral conveyor and expelled at the bottom.

LETTERS FROM THE TRADE

OVER ONE HUNDRED WAGON-LOADS IN ONE DAY.

Grain Dealers Journal: We note the report from Hanlontown, Ia., of the Northern Elevator taking in 45 loads in one day. This is a fair day's business, and would average up pretty well at the end of the year. But if you want to see a busy man just call on our agent, Mr. Bahning, at Dyersville, Ia., about noon almost any day in the week at this time of the year.

On March 5 we received from farmers at that station 107 loads of grain, mostly oats and barley, the smallest load being 34 bushels, and the largest 112. Our elevator is located on the Chicago Great Western Railway at that station, and has a capacity of 35,000 bushels, with gas engine and dumps, it being the only elevator in town with dump and engine. Northwestern Iowa Grain Co., Mason City, Ia.

THE SUPPLY TRADE

The Weber Gas and Gasoline Engine Co., has opened a Chicago office at 1531 Monadnock Building. Wm. B. Wood, formerly manager of the Cornell Machine Co., is in charge.

The Edward P. Allis Co., of Milwaukee, Wis., has just issued a very complete and handsome catalog of Power Transmission Machinery, such as gears, pulleys, shafting, etc., which will be sent free on application.

The Webster Manufacturing Co.'s March 1 Price Current of machinery and supplies for grain elevators is a complete catalog and guide for prospective buyers. It contains 100 pages of illustrated and descriptive matter of all machinery and supplies needed in building and equipping a modern elevator.

Owing to the large increase of business of the Barnard & Leas Manufacturing Co., Moline, Ill., it will enlarge its plant. The addition will consist of a three story brick building 50 x 150 feet, with a 7 foot basement. The lower story will be devoted to iron working machinery, and the building of roller mills, the second story for wood working machinery.

The Underwriters Bureau of Fire Protection Engineering, having jurisdiction in twenty-one states, has officially endorsed the Hess Pneumatic Grain Drier, and authorizes its use without extra charge. The engineers of the bureau made an exhaustive examination of two of the Hess driers in Chicago, resulting in their unqualified approval.

The Hanging of the Crane is the title of a very artistic 26 page and cover booklet issued by the H. W. Caldwell & Son Co., describing and illustrating its new plant at Western Ave., 17th and 18th streets, Chicago. The moving to this new, modern and well equipped and well lighted plant marks another step in the progress of this well known firm.

The Gate City Roofing & Metal Co., was recently incorporated at Kansas City, Mo., with a capital stock of \$20,000. The incorporators and officers are: President, Sanford Stark; vice-president, Wm. Mason Robinson; secretary and treasurer, Frank L. Wilson. This company will handle black and galvanized sheet, tin plate, eaves trough, conductor pipe, corrugated iron and other roofings.

ASKED AND ANSWERED

BUILDER OF CRUDE OIL ENGINE

Grain Dealers Journal: We note that on page 145 of the Journal mention is made of using crude oil in place of gasoline for engines. This is a matter of a great deal of interest to us, as we have four or five gasoline engines. We would like to have the address of the parties who know about this, or control the invention, that we may correspond. Iowa.

NEW PLANT OF THE H. W. CALDWELL & SON CO.

The Hanging of the Crane is the title of a booklet recently issued by the H. W. Caldwell & Son Co., describing and illustrating its new plant at Western Ave., 17th and 18th streets, Chicago.

This new plant is one of the best equipped in the country. In planning the new works the main idea was to design each detail with reference to the building of a plant that would most effectively and economically manufacture the line of specialties and general machinery produced by the Caldwell company. The arrangements of the buildings with reference to each other is most convenient for the purpose of receiving and delivering the raw material and manufactured product.

It is equally beneficial to the consumer, as well as the producer, to have goods produced with the least possible expense, and the opening of this new plant will be of more than passing interest to many grain men of the country.

The plant consists of three main buildings, the power house, 56 x 73 feet; the machine shop, 106 x 180 feet, and the rolling mill and sheet metal department, 100 x 180 feet.

The power house is a single story building of brick and steel construction, and divided into two parts, the west half being the boiler room and the east half the engine and dynamo room. The present power equipment consists of two 175 h. p. Geary water tube boilers, with a provision for a third boiler of like capacity. Either of these boilers has sufficient capacity to supply the engine, thus preventing a shut-down in case of accident and permitting the necessary cleaning of either of the boilers without the stoppage of the plant.

The engine is a 16 x 36 Allis-Corliss of the "Rolling mill type." The engine has an unusually heavy and substantial frame, with a fly-wheel of extra weight, which enables it to keep an uniform speed with greatly varying loads. The dynamo, which generates the power for the electric motors and lighting system, is of 100-kilowatt capacity. This power is transmitted by cables thru conduits to the various buildings. In the engine room is also placed a Corliss exhaust steam feed-water heater, a switch board with the latest types of meters and other apparatus and two Stilwell-Bierce and Smith-Vaile Company's brass lined duplex feed water pumps, with an injector for auxiliary feeding of the boilers.

Directly north of the power house is the main machine shop. In the design of this building nothing has been spared to secure convenience of arrangement, facility in handling material, comfort for the men and abundance of light. It is of steel construction, with brick veneer. In gen-

eral the building consists of the main machine floor, with galleries on either side, which are supported by heavy steel girders capable of sustaining any load that may be placed upon them.

The east gallery is occupied by the pattern shop, and that portion of the gallery occupying the front of the building is used for offices and drafting rooms. The west gallery is for the present used for storage purposes.

are also located the forge shops and blacksmithing department. The furnaces are of the most effective and economical type and are equipped with apparatus using fuel oil.

The entire plant is heated by the Sturtevant system of heating and ventilating, the heat being supplied by exhaust steam from the engine. In summer the introduction of cold water into the coils cools the air in the shop.

C. C. & St. L., C. & N. W., Santa Fe, Mich. Cent. and C. B. & Q. railroads, while the plant itself has switch track connections with the Belt Line Ry.

In the near future a foundry and a large warehouse three stories high, for the use of the shipping department and for storage of the stock of unfinished goods will be added to this already complete plant.

The Caldwell Company extends a cordial invitation to all friends and customers to call and inspect their new quarters.

COBS.

The next meeting of the Southern Grain Association will be held at Louisville, Ky.

N. B. Ashley, grain commission merchant of Scranton, Pa., died March 4, aged 66 years.

Fire in the boiler room threatened the loss of the Pennsylvania Railroad Elevator at Jersey City, March 12. A fire tug put out the fire. Loss, \$500.

The changes in the Chicago Board of Trade rules will make it easier for pit scalpers to shove the wheat market up and down a half cent during the day.

Wheat receipts at five winter and four spring grain markets, during the 38 weeks ending March 19, as compiled by the Cincinnati Price Current, have been 181,180,000 bushels; against 226,105,000 and 191,255,000 for the corresponding periods of 1898-9 and 1897-8. For the week receipts were 4,168,000 bushels; against 3,837,000 for the previous week and 3,187,000 one year ago.

Finnish peasants to the number of 55,000 are said to be preparing to emigrate to the United States and Canada, where they expect to join their compatriots on



Southwest Corner of Machine Shop.—Main Floor.

The space between the galleries in the center of the building is 48 feet wide, and is spanned by an electric traveling crane of the most modern type. The crane is operated by 3 motors, and has a capacity of 20 tons. A novel feature of construction in connection with the operation of this crane is a provision for receiving and delivering material direct from the cars on the tracks outside of the building. This absolutely does away with two handlings of material in either loading or unloading cars.

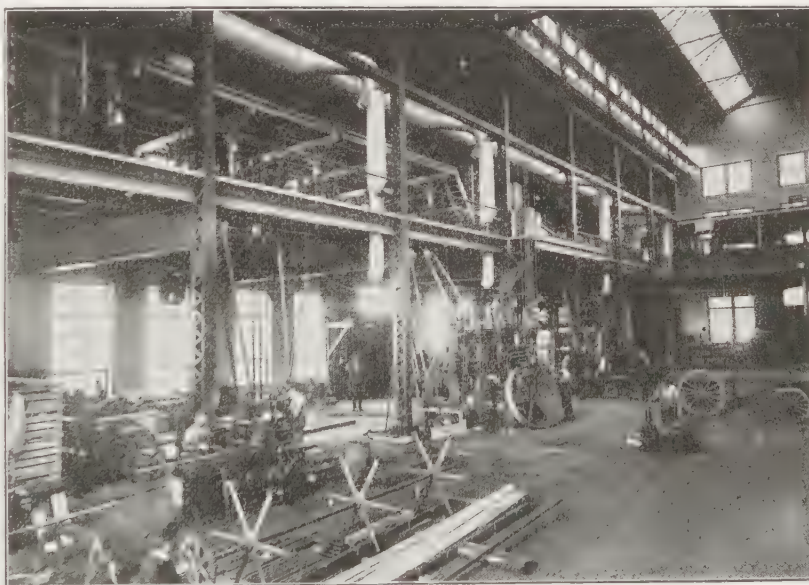
In the west gallery is an electric elevator, with a platform 9 x 18 feet, which is adapted to take heavy loads of material of any size.

The building is well lighted by the liberal use of skylights, and large windows. Wire glass is extensively used. It consists of wire netting woven into the glass, and in addition to a fire protection from its peculiar construction, has a ribbed surface which causes a prismatic refraction of the rays of light that produces a better illumination than when other glass is used. The buildings are thoroly lighted by 300 incandescent and 16 arc lights, which are furnished by the company's own electric light plant.

The equipment of tools in this shop is such that almost any class and size of work can be turned out. A large boring mill has a capacity of turning wheels 10 feet in diameter and a large planer is capable of taking a machine 8 feet square.

The rolling mill and sheet metal department is located in the building east of the machine shop. This building is one story high, and like the others, built of steel and brick construction. Here is manufactured the well known Caldwell conveyor, Caldwell-Helicoid flight, and sheet metal specialties. In this building

In the distribution of power, both in the machine shop and other departments, electricity is used. This does away with



West Side of Machine Shop.

long line shafting and the attendant great waste of power. The machines are grouped so that all the shafts are short and have few bearings. When any group of machines are not in use the motors are stopped and the expense of operating this part of the plant ceases with it.

One of the great advantages of this plant is its location. Within a few blocks are special local freight depots of the P.

the farms and in the mines. They desire to escape the burdens imposed upon them by the Russian government. Last year the late and cold spring with widespread floods ruined their rye crop, the staff of life in that country. They all are farmers and hard working people, and are said to be intelligent. The Finnish government supports 13 schools for instruction in the best methods of farming.

MEETING OF GRAIN DEALERS' UNION.

President Hunter of Hamburg called the annual meeting of the Grain Dealers Union of Southwestern Iowa and Northwestern Missouri to order in The League Room of the Grand Hotel, Council Bluffs, Ia., at 2:25 March 22.

He said: I am pleased to see so many of the members present. Four years ago when we met we had but 19 present. The increase is encouraging. It shows you take an interest in the work and are satisfied with the results.

Secretary Stibbens read the financial report which showed receipts for the year \$1,169; Expenditures, secretary's salary, stationery and postage, \$829.62; expenses D. Hunter \$306.55. Balance on hand, \$117.22.

Upon motion the report was received and placed on file.

The election of officers was next taken up. Mr. Kayton moved that Mr. D. Hunter of Hamburg be president for the coming year. The motion was carried unanimously and the result was received with applause.

Mr. Gwynn moved the re-election of G. A. Stibbens of Coburg for secretary. He was re-elected and the result was received with applause.

Upon motion Mr. Stibbens was also made treasurer. It being the desire of Mr. Samuels, the old treasurer, E. H. Vanschoiack, of Elliott, was elected vice-president for the coming year.

President Hunter said he thanked the members for the confidence shown and promised to be less lenient with members who failed to live up to the rules. The general policy of the Union of the past should be continued.

W. C. Bayles, Mt. Pleasant, was called for and in part said. I want to tell you that this is a great association. I wish only it would extend its territory to the southeast part of the state and take in others of my district. As the Union wud not cum to me I decided to cum to it and I am glad I am here. The Union is an organization of grain elevators, millers, commission men and railroad men. It is broad enuf to bring these different factors together, to harmonize them and to help them to a better understanding of one another and their difficulties. We met here the commission men of St. Louis and the buyers of Chicago. They keep in touch with the dealers of this territory thru their very efficient representatives.

Heretofor the efforts of this association have been given up to increasing its membership, now I think it shud give more attention to improving its service. I think there is one thing which shud be stopped; that is the publication of the proceedings of our meeting in newspapers which are disposed to make sensations of what we do.

D. Hunter: I wish to emphasize one thing mentioned by Mr. Bayles. Not only was elevator property in this territory worthless when we organized, but all of their roofs needed shingles. You did not have to open the door to kick out unwelcome visitors, holes in the siding and lack of studding provided ample openings. In the morning the operator stuffed up the hole in his boiler head with manure. Now he has a new boiler, an elevator in prime condition and well painted. He now gets something out of the business.

G. A. Pierson moved that the selection of the Governing Committee for the ensuing year be left to the president and secretary and the motion was carried.

Secretary Stibbens read the following paper:

SECRETARY STIBBENS' PAPER.

Mr. President and Gentlemen:

I would be very ungrateful, indeed, if I did not say to you, that I thank you for the honor you have conferred upon me by electing me for the fifth time secretary of this organization. The fact of itself demonstrates to my mind that I have fulfilled the duties of the office fairly well or you would not desire me to be made your servant for another year. In the future, as in the past, I will give you the best possible service. But few of you realize the burden that has been placed upon my shoulders for the past four years. If more of you could realize what the duties of a secretary are, some of you would give us better support than you have. Some of you have in the past received from me very plain and pointed letters which you did not like, and if you indulge in the same practices in the future, you will probably receive letters from me that will produce profanity. But when you receive and read them, please remember if you had done as a consistent member of this Union should have done, you would not have received them.

I regret very much that I am sometimes compelled to address you in the manner I have just described. There is not a member of this Union but what has the brains to tell him what it takes to constitute an honest dealer, and you will always be having trouble with your competitor unless you give him honest treatment. Is a dealer honest with himself or his competitor when he takes advantage of some frivolous or flimsy pretext to set the price up? Nine times out of ten when you set the price up because of some floating rumor, you are mistaken, but you have stirred up a fight all over the country because you were too hot-headed to investigate before you set the country on fire. When this has been done, for awhile you will buck away until you have a loss, then you want us to step in and fix matters up for you, but in one week after, if the same thing happens, away you go again, and you keep us eternally trying to patch up matters for you, and forever keep the trade in an uproar and discontentment reigns supreme.

Do you desire the state of affairs I have just described? No you do not, but its exactly what you will have unless you conclude to do differently from what you have in the past. In order to have harmony prevail thruout our territory, it is absolutely necessary for each one of you to be honest, and do just what you agree to do with each other, for in no other way can you be at peace with your neighbor.

We accomplished what we started out to do, drive the scalpers from the field of action, confine bids to the regular dealers, and we find consignments from irregular dealers are the exception. The track buyer and commission man came to our rescue and helped us to bring about the object desired, and they have fulfilled their promises to us, but the track buyers and commission men cannot make good, honest, consistent members out of us, as it is beyond their power, and we must do that ourselves. Every dealer in this section should today be handling grain on a reasonable profit, and if you are not, you alone are to blame.

If the conditions are not such that you can do business at a profit, the chances are that you are partly the cause of those conditions existing. If we were schoolboys there would be some excuse for this state of affairs, but as we are not what excuse can we offer? You should remember we are free born, of lawful age and accountable in this business to each other for our transactions. When you have given your neighbor, your word that you will do a thing you should regard it as sacred as if you had bared your head and raised your hand in the presence of almighty God and sworn to it.

After calm reflection you will agree with me that we are receiving the support of the track buyers, commission men and the railroad officials, but find ourselves in the deplorable condition of fighting among ourselves. It is humiliating to make this admission, but I desire to state the facts as they exist, and in order to overcome this we must have your support. Don't think for a minute that you can do as you please and force the other fellow to do as you think he should. It is very necessary that we meet each other half way. Others have rights as well as us, and those rights must be respected. There are two sides to all these questions that are daily coming up, and we must make some concessions in order to promote harmony. I have in mind some stations where the dealers had matters arranged as agreeably as it was possible to have them and things had been running smoothly for months, but as soon as the market commenced to advance some of them went wild and jumped up the price in order to get some grain away from their competitor. What was the consequence. Both dealers in a few days paying track prices for grain, ruining the trade for miles around.

If it were possible to build a Chinese wall around two dealers when they go to fighting so they could not interfere with other people, I

would say amen, scrap it out. It being impossible for two dealers to have a war without injuring an innocent party, it is high time we come to our senses and stop this foolishness. And the thing for us to do, is to stay here until we formulate some plan whereby we can overcome this evil that is forever cropping out among us.

I had not intended to have anything to say in this meeting, but our worthy president placed some matters before me which demanded immediate attention, and I have undertaken to call your attention to them. I believe you will all admit that this organization has benefited your business, but in order to continue the good work you must make up your minds that your competitors have some rights that must be recognized and cannot be ignored. I believe the time has come in the grain trade that when a dealer will not be honest with himself or his competitor or listen to reason, the whole organization should turn against him and bring pressure enough to bear upon him to bring him into line in short order. The remedy may be severe, but I believe such circumstances require stringent measures. The penalty for violating a solemn obligation should be very rigid and one that will not soon be forgotten.

We have an organization that commands respect from the outside world, and our rules and regulations should be such that our members would be very slow to violate them. The laws we have founded to govern ourselves have been made in justice to all, and should be rigidly enforced without respect to individuals. In no other way can we control those who lightly regard their word. This is largely a matter of honor with us, and we should see to it that this honor is in no way violated. You are all aware the very minute a fight starts up it at once destroys the profit of your business and the longer the fight continues the worse it is to adjust.

I never come in contact with a dealer who is a party to a fight but does not think he is in the right. Now did you ever know of a fight but what some one was to blame? But when we ferret out the wrong doer it is very hard to make him see the error of his way. He will tell you he will spend \$5,000 before he will let the other fellow make a cent. Is this the kind of feeling you should have for your competitor? No. But as long as you harbor this feeling for your neighbor you will have trouble with him. You must make up your minds that you are only one of the dealers in this great state, and every other dealer has rights as well as you.

I take it that the majority of us are not in the business for glory, but we desire to obtain a remuneration for our investment. Those of you who do not want a profit, and will not allow the balance of us to make any money, should sell out and get out of the business, you have missed your calling and you should be members of the state legislature if honor is all you want. Personally I am not after honor as it will not feed and clothe my family.

Your presence here denotes that you are interested in this organization, and you well know when this Union was first founded that elevator property in this section was not worth fifty cents on the dollar. Today every elevator in our territory is worth one hundred cents on the dollar and it has all been brought about by this association. This has come about while some of you were fighting your neighbor and making your own business unprofitable. As elevator property can be sold today for every cent it is worth, it would be a good plan for those of you who do not want to do business at a profit, to sell out and give people a chance who desire to make an honest living. We do not want to rob any one, but we do insist that you owe it to your neighbor and yourself to do business on a reasonable margin. We are entitled to it, and our customers expect us to have a reasonable profit.

These periodical spells of insanity seem to strike us about the time a movement of grain is in sight, and last long enough to run the grain all out of the country without obtaining a profit out of it. After it has gone we are ready to settle down and buy it at a profit, but we have nothing to handle. And so it goes, year after year we keep doing this same foolish thing. We meet and talk matters over and resolve that we will do the proper thing, go home to our places of business and glide smoothly along for a while, doing business at a profit, but to the average dealer it becomes monotonous, and that smothered desire for a taste of high life and high prices are ever uppermost in our minds ready to crop out at a moment's warning. Gentlemen, these are facts undisputable and I ask you in all candor, are we doing as business men should do? If the track buyers, commission men and railroad officials treated us as we treat our competitors we could not find language to express our contempt for them.

This is not a personal matter with me, and what I have said, has been said with the best of feeling for each member of this organization. I have tried to point out to you the mistakes we are making, and if possible to avoid them in the future. We are trying in every manner possible to make this association successful, and in order to do it, we must have your best support. You must realize the fact that each one of you is a part of this Union, and you must remember when

one dealer goes wrong it creates confusion all around. You should consider well the demoralizing effects of a fight before you enter into one. The longer you fight your competitor the meaner you imagine he is. But when you have fixed up matters with him you believe him to be a pretty good fellow, and generally he is.

What is the use of us spending time and money to keep this organization up, if we are not benefited? What is the use of being members of this Union if you do not propose to help to promote its interests? Each one of you has a duty to perform in order to make this association successful, and you should be ever willing to lend a helping hand, instead of finding fault with what is being done. Did you ever know any organization to prosper when the members did not work in harmony with each other? No, you never did and you never will.

We are to be congratulated because of the cordial relations existing between ourselves and the railroad companies. We have gained their respect and good will, and we should see to it that we continue our present friendly relations with them. The officials of the Burlington route have been especially friendly and kind to us and have shown us by their many acts of kindness that they are in hearty sympathy with us and believe we are doing a good work for them as well as ourselves. Those of us operating on the Burlington should strive to have as little friction with the officials as possible and be ever ready to promote their interests as well as our own.

The officers of this organization have kept in close touch with other associations in order to give you the best possible service. We have done so, and at times with great inconvenience to ourselves. The uppermost thought in our minds have been to benefit you. How well we have succeeded rests with you to say.

D. Hunter: The secretary refers to friction among members. We will try to settle these troubles tonight and I do hope all members will stay and help along this work.

The Secretary of the Grain Dealers National Association gave an address on the Work of the National Association.

A. H. Bewsher, secretary of the Nebraska Association, said: I have nothing to say; it has all been said. I wish to congratulate you on the success of the Union. You are not as large as some, but you do just as effective work and without any brass band accompaniment. In Mr. Hunter and Stibbens you have a perfect working team and I think you will do the right thing by keeping them in office as long as you can force them into it. You may have other men just as competent, but experiments are costly and may cost you dearly. You have done the right thing by re-electing them (applause). I think you have some Sheridans among your members, who will lead you to success at Iowa's Shenandoah. The existing trouble shud not serve to discourage you, it gives you an opportunity to show your worth.

Mr. Bewsher then read an exhaustive opinion on the legal status of association work, which was listened to with interest.

Chief Grain Inspector E. J. Noble of Chicago was called for and said: I suppose the purpose of inviting the men who inspect your grain to meet you is to enable you to kick regarding their work. I suppose you know that corn has not been grading satisfactorily. Corn to keep well must be cured on the cob. If it contains much moisture and is stored or shipped during the germinating period it is almost certain to get hot. Much corn contains as high as 12 per cent moisture. Some of the corn can be raised to 2 corn by reducing the moisture 5 per cent. The reports of the corn receipts at Chicago show that very few cars are graded No. 2 and you no doubt think the inspection is very rigid.

I think that if the inspection was lenient enuf to admit one-half of the corn receipts to the contract grade you wud be receiving at least 5 cents a bushel less for your grain, because the short sellers wud

not then be so fearful of selling short as they are now.

Uniform grading of grain pays the farmer and shipper far better than an ever changing grading. Chicago is the only market where the grading does not vary with the different crops.

I wish you to understand that our office has no connection with the Board of Trade or the grain elevators. It is a state office and its records are open to all. We keep nothing secret and I wud be glad to have a committee from this association come in and investigate the work of the department at any time.

We do not know who ships or receives the grain, do not want to know and pay no attention to it. We want to know what road it comes over, the car number, initials, kind and grade of grain.

We strive to conduct the work of the Department fairly and equitably. If we fail in doing this I want you to call our attention to it. We do not refuse to give duplicate certificates of inspection on any grain received, in fact we daily send out duplicate certificates to parties whom we do not know or care what interest they have in it.

I think some rule or understanding shud be arrived at which would prevent the track buyer settling for track bot grain on the basis of reinspection a week or two after the inspection on arrival. It gives those who are disposed to be dishonest, an opportunity to keep grain in the cars until it has had a chance to deteriorate and then apply for reinspection and settle on the basis of the last inspection. Several times we have overstepped our authority and arbitrarily forced grain into elevators which had been standing just outside the elevator and its deterioration been caused by his delay in unloading.

I wish again to impress upon you that we will be more than glad to have you call upon us when you come to Chicago. I wish you to see how we do the work. We want you to have confidence in the Department and assure you that we strive to merit it.

We have no track inspector who has not been in the work at least eight years.

Corn cures the most rapidly during the last of March or in April. The weather which works the most damage to corn is when the temperature vacillates from 10 to 15 degrees below to 40 to 50 degrees above zero. It is difficult to keep damp corn thru the germinating season without its spoiling.

President Hunter: I am sure you have enjoyed Mr. Noble's remarks and feel certain that I voice the sentiments of the association when I extend to him the thanks of the organization for his kindness in coming here and addressing us.

Supervising Inspector Smiley was called for, but said that the ground had been thoroly covered by Mr. Noble.

President Hunter read the resolutions providing for affiliations with the Grain Dealers National Association which were presented at the January meeting of the Union and also the criticism of the secretary of the National Association for an alleged attempt to force the dealers into that Association whether they wished it or not. I drafted those resolutions. Mr. Clark had nothing to do with their drafting; in fact knew nothing about them until he came to the meeting. I alone was responsible for them, and gave them to Mr. Hulburt of Osceola to introduce."

Adjourned to 7 o'clock p. m.

EVENING SESSION.

The evening session was devoted to the discussion of local troubles and fights among competing dealers.

The following new members were admitted: De Cou Bros., Woodburn; Southwick Bros., Atlantic, W. W. Powell, St. Louis, Wray Bros., Creston, and M. J. Mullally, St. Louis.

President Hunter announced the following members to constitute the Governing Committee: J. R. Harris, Northboro; F. M. Campbell, Randolph; J. L. Gwynn, Imogene; G. H. Currier, Prescott; D. N. Dunlap, Fontanelle; J. D. Young, Anita.

The meeting adjourned sine die to meet at Creston at call of the secretary.

CONVENTION NOTES.

All were bullish on corn.

Boynton did not forget his box of cigars.

Stibbens had his Virgin Mary look with him.—Bayles.

The Grain Dealers Journal was represented by Charles S. Clark.

Missouri was represented by H. A. Noble and O. H. Bayless of Watson.

The first lady to attend a meeting of the Union—Miss Dot Ketchum of Omaha.

H. S. Storrs was not there, but will explain cause of absence at the next meeting.

W. J. Davenport, assistant freight and Passenger Agent C. B. & Q. in Iowa was a welcome attendant.

W. O. Pratt, representing J. Thompson & Sons Mfg. Co., talked Lewis Gasoline Engines to a sale.

Nebraska was represented by J. M. Sewell of Hastings and Secretary Bewsher of the State Association.

The two men from Kansas—F. P. Lint of the Greenleaf-Baker Grain Co., Atchison, and W. S. Washer, Atchison.

The many friends of Captain Ellis of Vallisla, who has been seriously ill for two months were glad to see him fully recovered.

It is easy to hold the grain dealers together at Council Bluffs. The only ones finding local attractions to take them out of meetings come from Omaha.

Chicago's Chief Grain Inspector Edwin J. Noble was accompanied by supervising Inspector Wm. Smillie. The address of the chief inspector was well received, and he convinced the dealers that he is striving to conduct the Department fairly and justly to all.

Among the St. Louis firms represented were Daniel P. Byrne & Co., by W. H. Karns and F. J. Taylor, Jr.; Brinson-Judd Grain Co., by J. L. Wright; Connor Bros. & Co., by W. W. Powell; G. L. Graham & Co., by G. L. Graham; Jno. E. Hall Commission Co., by L. R. Cottrell; Langenberg Bros. & Co., by H. F. Ketchum; B. B. Williams Grain Co., by Jos. Norton.

The Chicago houses represented were Armour & Co., by Geo. H. Lyons; J. F. Harris & Co., by C. M. Boynton; McReynolds & Co., by E. E. Clancy; W. R. Mumford Co., by Fred Faulkner; Peavey Grain Co., by J. W. Chambers; Weare Commission Co., by F. J. Campbell.

Among Iowa dealers present were: W. C. Bayles, Mt. Pleasant; C. R. Buffington, Glenwood; J. S. Campbell, Carson; F. M. Campbell, Randolph; A. J. Chambers, Hepburn; Wm. Cool, Cumberland; J. N. Coppock, Woodburn; G. H. Cur-

rier, Prescott; C. F. Davis, Jr., Pacific Junction; I. A. De Cou, Woodburn; D. N. Dunlap, Fontanelle; Wm. Dougherty, Hawthorne; P. Ellers, Minden; W. W. Ellis, Vallisca; D. Gault, Creston; J. Gault, Creston; J. Gilmore, Imogene; J. R. Graham, Hastings; G. M. Gwynn, Essex; T. J. Gwynn, Norwich; J. L. Gwynn, Imogene; W. H. Harbor, Henderson; C. H. Harris, Bartlett; J. R. Harris, Northboro; M. Hennessy, Orient; W. M. Hewitt, Lennox; J. H. Hulbert, Fontanelle; D. Hunter, Hamburg; J. T. Irving, Anita; W. F. Johnson, Fontanelle; G. W. Judd, Sidney; E. C. Kayton, Strahan; J. A. Kyle, Shenandoah; G. J. Liljedahl, Essex; T. D. Lincoln, Brooks; F. McBride, Hamburg; T. J. McCormick, Stanton; J. C. McKee, Blanchard; Wm. McMahon, Shenandoah; A. J. Marsh, Shenandoah; H. F. O'Neill, Essex; N. C. Nelson, Essex; G. A. Pierson, Orient; B. C. Ragan, Elliott; E. Reichert, Farragut; S. T. Rhode, Randolph; H. J. Reynolds, Nodaway; J. F. Reid, Carson; A. F. Rickey, Griswold; W. E. Riggs, Kent; Ed. F. Rose, Coin; John Samuels, Riverton; E. W. Schoemaker, Spaulding; J. W. Sexton, Bridgewater; Ira Shambaugh, Clarinda; W. G. Sherman, Riverton; G. A. Stibbens, Coburg; N. N. Turner, Cumberland; E. H. Vanschoiack, Elliott; C. West, Brooks; R. Whisler, Farragut; D. K. Windham, Glenwood; J. B. Wray, Creston; J. S. Wright, Bradyville; J. D. Young, Anita; T. J. Young, Macedonia.

BOOKS RECEIVED.

THE GRAIN SHIPPERS BOOM-ERANG is the title of booklet No. 1 on Grain Trade Talks by Edward G. Heeman of Ware & Leland, Chicago. This booklet is published in the interest of the country grain dealers and the grain trade in general. It presents in a very lucid manner the many advantages of consigning grain to reliable commission merchants and shows clearly it is to their advantage to get the best possible returns for their customers. For the better the grain grades and the better the weights hold out the more commissions the receiver gets. If you have not received a copy a postal addressed to Ware & Leland, Chicago, will bring one.

MONIER CONSTRUCTIONS is the title of a 40 page booklet by E. Lee Heidenreich, member of American Institute Mining Engineers, and member of Western Society of Engineers. This booklet describes the inventing and early growth of the system, its application in general building, in construction of tanks and grain elevators, in hydraulic engineering and in bridge construction. The booklet is profusely illustrated, and its reading gives one a very clear and practical understanding of the many advantages in using the Monier system of constructions. Copies can be had by addressing E. Lee Heidenreich, 541 Rookery Building, Chicago.

A BOOK OF SPROCKET CHAIN APPLIANCES is the title of Webster Manufacturing Co.'s catalog L. This catalog is of appliances commonly used in handling heavy material, such as ores, stone, cement, etc. It is bound in a flexible cloth cover of neat design, is profusely illustrated and well indexed. Those interested in this line can receive a copy by addressing the Webster Manufacturing Co., Chicago.

MEETING OF IOWA GRAIN DEALERS.

In response to a call issued by grain dealers of Des Moines, about 150 dealers of Iowa met in the Observatory Hall at the Hawkeye capital Wednesday, March 14.

The meeting was called to order by E. L. Bowen of Des Moines, who suggested that Captain M. T. Russell of Des Moines act as chairman of the meeting. The suggestion met with the hearty approval of those present, and Captain Russell made the following address:

ADDRESS OF WELCOME.

Grain Dealers of Iowa: Gentlemen:—

On behalf of the Cereal Club of Des Moines, which is composed of all the grain men in the city, I welcome you. We are truly glad to have the privilege of meeting you. The Cereal Club is composed of legitimate grain dealers organized as a social affair. It makes little difference how



President Jay A. King, Nevada, Ia.

close is competition, or how they may feel toward their competitors, one of the unwritten laws of our club is, that when we meet as a club, all business must be dropped for the time being; and each member exert all his energies in the one direction of having a good time.

At our meetings, the only options our members are allowed to deal in, is the one option of having a good time. If any of our members appear on the floor at one of our regular sessions, dumpy or out of sorts, a committee is appointed instantly to relieve him of his troubles and brace him up, so that in a very short time he is glad to banish dull care and do his full share towards having a good time. As soon as it was known that the grain men of Iowa had decided to hold a meeting here, the Cereal Club was called together and without one dissenting voice, it was decided to extend to you a cordial welcome, and to look after your comfort while here and to see that your wants are supplied. And with that end in view, each and every member of the Cereal Club is at your service. Don't be backward in making your wants known.

This meeting has been called that the grain men of Iowa may do what their neighbors in Nebraska, Kansas, Illinois and other grain growing States have long since done. Let us organize and get better acquainted, confer together for our best interests, and seek to remedy the multitude of evils and perplexities that obstruct the grain dealer's road to success. Iowa stands at the very front as a grain growing state, and holds the proud distinction of being the only state that has never had a crop failure, and always has a surplus. The seasons come and the seasons go, other states have their short crops and failures, but Iowa has not one failure charged to her account. And still with this proud record, the grain men of this great grain growing State, as a class, make less money on the amount invested than any other class of business men. That this is true, no well informed business man will deny.

I admit there are rare exceptions to this, but as a rule the records will bear me out. Now there is a cause for this, Iowa grain men for business ability compare favorably with their neighbors in adjoining states. This being true, then what is the trouble with our business here in Iowa. Among the many difficulties in our road to success and a profitable business career, let me name some that are prominent.

First and not the least, is the uncertainty of freight rates. If some means could be devised by which steady and uniform rates of freight could be maintained one of the greatest drawbacks in our business would be dispensed with. It matters very little to the grain buyer what the freight is, if he could only be assured of its permanency. Any railroad freightman will tell you that this everlasting changing of tariffs is one of the greatest evils they have to meet. You as well as the railroad man will admit that you see no remedy for this. When the Congress of the United States of America created a Railroad Commission, we all hoped that this evil complained of would be remedied, but instead of a remedy, they have mixed matters, and rate cutting has gone on from bad to worse until the great business world is ready to join in a petition to Congress and to our Legislature, saying, if you cannot give us something better than a Railroad Commission to remedy our grievances, have mercy on us, oh, lawmakers, and abolish both the Inter-state, and State Commission.

This meeting will likely take up and discuss the question of grading grain. You will be expected to determine how it is that a dealer loads three cars of grain the same day out of the same bin, all bought from one man, raised in the same field, thrashed or shelled the same day, transported to market in the same train, and all three cars inspected the same day. One grades No. 3, one No. 4, and last but not always the least grades no grade. You are expected to solve this riddle.

Then the short weight grievance is certain to bob up and come in for discussion; for you all know, gentlemen, that short weights at terminal points make every grain man feel sore.

The question of Landlord's liens—a most important matter should be considered. We have been defeated by only one vote in our efforts this winter in the Legislature to have this unjust law so modified as to protect us. There is no justice in compelling the grain dealer to pay for grain twice when you have no way of knowing that the party selling you the grain has it mortgaged to his landlord to secure the rent of the land on which the grain was produced. The legislation asked for, by the grain men to remedy this chance for petty larceny was right, and you should mark every member that voted against your just petition, asking to have a law placed on our statute books requiring a landlord to have his lien to secure his rent placed on record the same as any other chattel mortgage.

The questions above referred to are only a few of the questions that will come before you at this meeting. What are the remedies, and how best to go about the work of lessening the evils complained of are the all absorbing questions with grain men. In union there is strength. Organize, and let us all work to the same end if we ever expect to accomplish the reforms desired.

Thirty years in the grain trade has convinced me that without organization, very little can be accomplished. I know where the grain men have organized and hold frequent meetings, and all work towards the one desired end, that there is a more friendly feeling existing among dealers, and less friction than where the business is done in the old haphazard way, when every fellow was for himself and the sheriff took the hindmost.

In my intercourse with the trade, I find that the dealer who keeps fully abreast of the times, invariably takes a paper or papers devoted to the trade. I find that man or firm up-to-date, you can do business with him in less time and with more satisfaction, than with those who take no such papers, and who never attend a grain dealers' meeting. I firmly believe it will pay the association to send papers free for a limited time to all dealers that do not take the Grain Dealers Journal of Chicago. I believe that after a dealer has taken such papers a short time, he will realize great benefit therefrom, and the difficulty of getting him into an organization would vanish.

In conclusion, gentlemen, I would urge harmony, and with this will come organization, and a better feeling towards one another. Don't hope to dispel all your grievances at this meeting. Continue to urge your neighbor to take hold and help, and before you are aware of it you will begin to receive benefits that will amply compensate you for all the time and money you have expended. Again, gentlemen, I welcome you to Des Moines, the grain center of Iowa, the best City in the best State in the Union.

The next thing in order will be the selection of a secretary.

M. McFarlin, Des Moines: As there is a man here who can run a typewriter, and at the same time run scoop-shovel men out of the business, I would suggest his name—Mr. G. A. Stibbens of Coburg.

Mr. Stibbens was made secretary.

Upon motion Chairman Russell appointed the following committee on credentials: J. A. King, Nevada; M. E. De Wolf, Laurens; S. S. Hanson, Col-

lins; H. S. Thomas, Green Mountain; C. C. Buck, Garwin; J. M. Brown, Des Moines.

C. A. Tower: I move that the chairman appoint a committee on constitution and by-laws.

The motion was carried.

Chairman Russell appointed the following committee on constitution and by-laws: D. Hunter, Hamburg; O. T. Hurlburt, Osceola; M. C. Brown, Sioux Rapids; D. Milligan, Jefferson; J. A. Adams, Minneapolis; W. J. Martin, Hancock; D. Rothschilds, Davenport; E. Erickson, Story City; W. H. Chambers, Chicago.

E. D. Hamlin: I move that the chairman appoint a committee on resolutions.

The motion was carried, and Chairman Russell appointed: F. J. Wright, Minneapolis; G. A. Stibbens, Coburg; A. H. Miller, Melbourne; F. D. Babcock, Ida Grove; Wash Hunt, Victor; T. E. Haines, Altoona; C. S. Clark, Chicago, and W. H. Stipp, State Center.

M. McFarlin: I move the chairman appoint a committee on permanent officers. The motion was carried and Capt. Russell appointed S. J. Brown, Omaha; M. G. Heald, Logan; H. M. Schamel, Dallas Center; R. A. Frazer, Nevada; M. T. Johnson, Rippey; H. Stewart, Chariton; F. R. Gilchrist, Nevada; F. A. Scott, Eagle Grove.

During the intermission which followed an orchestra of 8 pieces favored the dealers with late popular airs.

Capt. Russell instructed all dealers present who were not subscribers for a grain dealers journal to come forward and subscribe, as none could afford to be without.

The Committee on Permanent Officers recommended that the temporary officers be made the officers for the meeting.

Capt. Russell: I am sorry you have done this, but I will do my best. I have no speech ready. I did not expect this honor. Now, to get down to business. How many of you believe the grain dealers of Iowa should organize an association. Those in favor will please hold up their hands. (Every dealer held up his hand.) That is encouraging. Some of you may be called upon to work. Elevator property in Nebraska, Illinois and Kansas is at a premium, while a few years ago you could have bot it at your own price. If we want elevator property in this state to be worth anything we must stand together and protect the regular dealers' business. We will now hear from the Committee on Credentials.

J. A. King of the committee said: Your Committee on Credentials would respectfully report as follows:

While we are personally acquainted with a large number of the grain dealers in this state we do not know all, and therefore, decide to read the names as registered and request that as the names are read, any person in the room knowing any one named to be ineligible, to report such name to the chairman of the committee on credentials with reason for such ineligibility. All who are not registered are requested to report their names at once.

JAY A. KING,
C. C. BUCK,
J. C. RIDDLE,
J. M. BROWN,
H. S. THOMAS,
M. E. DeWOLF.

The chairman of the committee then read the 147 names registered on the book and the report was accepted.

Capt. Russell then called upon Secretary Stibbens, who read the following paper:

Mr. Chairman and Gentlemen:

It gives me great pleasure to have the privilege of addressing so many, who are not identified with some grain organization, and I am

somewhat astonished that you have never attempted what you are about to attempt today. You are all aware that nothing of importance has ever been accomplished in the business world without organization. This is also true of politics and religion. What would either of the two great political parties ever accomplish without organization? The degree of success attained by either political party has been done by a thorough organization. None of you will dispute it. You will find some dealers wherever you go who will tell you, "Associations amount to nothing," but they are exceptions. The majority of men who have belonged to these grain organizations will tell you they have been a great boon to the trade.

No doubt you will have dealers in this section, who will stand back and wait for you to get in good working order before they will join you. They will stand back until facts convince them you are doing a good work for the trade, but on the start they will not put their shoulders to the wheel and help push the work along as they should. But after you have had a fairly good start and the good results are staring them in the face, they will climb into the band wagon;



Vice-President M. E. DeWolf, Laurens, Ia.

you won't be able to keep them out. Grain dealers will be bobbing up every little while all over your territory, fellows you never knew were in the business. All will want to join your association, and some of them you will be compelled to keep out, as they will have no one to vouch for them. When you get into good working order and are doing effective work, you will be surprised at the number of people that will want to go into the grain business, and why, because they observe a good strong organization working in harmony, men buying grain on a reasonable profit, something you thought never could be brought about.

I have been identified with the Grain Dealers Union from its infancy to the present time, and I know the conditions in this section are not, cannot possibly be any worse than they were in our section when we organized. Ours being the first organization of the kind west of the Mississippi river, we had it all to learn. It was a new thing to us, and we were green at the business. If any set of men ever had a harder struggle to live than we did as an organization, I would very much like to present them with a medal. It has taken four years to bring order out of chaos, but we finally succeeded reasonably well. You will not have the difficulties to encounter that we did, because certain well defined customs have been established among commission firms and track buyers, which will save you a great deal of grief on the start.

Five years ago track buyers sent out bids promiscuously, to any one who might have grain to sell, and it made no difference whether or not he was a grain dealer. The fact of a party having some grain to sell, entitled them in the judgment of the average track buyer to bids. Imagine for a moment if you can, the conditions created by such bidding, and you will begin to realize the demoralized condition in which the grain business had fallen. After repeatedly calling the attention of the different track buyers to the injustice of such procedure, and arguing the matter with them for a couple of years, they were finally convinced their course was wrong. Commission firms were also in the habit of so-

liciting and receiving consignments of grain from any one who might have it to ship. They as a rule were harder to convince their methods were injurious to the regular dealer, than the track buyers, and we occasionally to this day have a tilt with some commission firm in regard to receiving consignments from irregular dealers.

Now you ask, how are you going to overcome all this? By organization. When you have an association of one hundred or more members, and your secretary asks a commission firm or track buyer to discontinue quoting or receiving grain from some scalper, they are going to pay some attention to your request. Without an organization behind you to back it up, you fail. When a commission merchant or track buyer receives 25 or 30 personal letters from dealers asking him to drop some scalper, they are very liable to pay attention to it.

When you complete the organization you have started today, you will frequently hold meetings which will bring you all together, and you will cultivate each other's acquaintance which will grow into friendship, lasting as time. You will then learn that your competitor is human, and not as bad a man as you painted him. By becoming acquainted with each other you will learn to trust and respect your competitor; all this leads to harmony. The great secret of success in all associations is to create harmony and friendship among your members. This can only be done by persistent work on the part of your officials, and it must be kept up continually. If there comes a time in your existence when everything seems to be running smoothly and you say to yourself there is nothing more to do, don't relax your grasp for a moment, as it only means a storm is about to swoop down upon you. The time will never come with you when everything will be just as you would like to have it, and some of you must make up your minds to make some concessions in order to have harmony prevail, for without it your organization will be a dismal failure.

In order to have harmony prevail among you, it will be necessary for each one of you to treat your competitor as you would have him treat you. When you make an agreement with your neighbor it is absolutely necessary that in all cases you consider it sacred, and not to be violated. You must remember if you have a competitor along side of you, that you cannot and will not be able to buy all the grain that may come to that station; and you need not expect it, as the other fellow will get a portion of it. All the local fights grow out of the jealousy existing between competitors; the average grain dealer can not sit down and see his competitor get a few more loads of grain than he gets. This is all wrong and unbusiness-like, and not becoming sensible men. But nevertheless it exists, and it must be overcome to promote harmony. How foolish it is for two dealers to pay track prices for grain. They have an investment and are entitled to a legitimate profit, the same as other business men. The majority of farmers do not expect you to handle their grain for nothing, but they will allow you to do it so long as you persist in such folly. You expect your neighbor to be honest with you, then you must be honest with him. If you are not, you will always have trouble.

These organizations drive the scalpers out of the business, and confine it to regular dealers who have their money invested in the business. It also confines track bids to parties entitled to them, and stops consignments from irregular dealers. Organization is the only thing under the sun that will bring about this state of affairs. Now then are you going to hang back and see if this movement is popular and successful before you lend a helping hand toward its success? The most of us are old enough in the business, that we care nothing for the simple glory that may be in the trade, but we want what every honest man is entitled to, a fair remuneration for our investment.

There is one important thing you must not overlook after you are organized. Do not antagonize the different railroads you come in contact with. Do not think for a moment you can compel them to see as you do. But you can convince them their interests and yours are identical, and they will support you if you will support them. You will find them ready and willing to promote the interest of the shipper at every opportunity. They will soon learn when you adjust a local fight you have benefited them, and soon as they learn this fact they will be ever ready to assist you. Show to them your work is beneficial to them and they will reciprocate. This state of affairs may not come around as quickly as you think it should, but it's sure to come in the end.

There is no good reason why you will not succeed, for you are surrounded with associations that are successful and doing a good work for the trade. You will find these organizations ever ready to aid and advise with you. After you go to your places of business tell your competitor of the good work started and get him interested and urge him to attend the next meeting. If you will do this you will soon create an interest that will surprise you. Don't be afraid to have your customers know that you belong to

an association, for they will respect you for it. In conclusion let me say, organize an association that this grand old state will be proud of.

Chairman Hunter of the Committee on Constitution and By-laws, preceding the reading of the constitution drafted by stating:

This committee unanimously reports and favors the adoption of the submitted constitution and by-laws; also recommends the present organization be made an independent body, but favors the merging of same into the National Association as the Iowa Division as soon as practicable.

The constitution as amended will be published in the April 10 number of the Grain Dealers Journal.

The proceedings were interrupted for an interesting talk by Gov. Shaw of Iowa, "the state which feeds the world. I do not know much regarding the grain business, but I do know that the man who sticks to legitimate business and does not speculate owns his home. You must know the details of the business if you succeed. It is an age of organizations. Every year many having common interests meet, discuss their troubles, adopt resolutions, forget them and go home. The next year they do the same thing over again."

It was moved that the constitution and by-laws as read be adopted.

F. D. Babcock, Ida Grove: I see no reason for this haste. The success of the organization depends largely upon the foundation, and I think it would be well to have the constitution and by-laws reread and adopted section by section.

The motion to adopt was carried.

Moved that the association go into a committee of the whole to consider nominations. Carried.

Lee Lockwood, Des Moines, was nominated for president and Jay A. King, of Nevada, for vice-president.

F. D. Babcock moved that the Governing Committee be authorized to employ a secretary-treasurer, and the motion was adopted.

After several nominations were made for members of the Governing Committee, W. H. Chambers, of Chicago, said: I wish to call your attention to the fact that the purpose of making the Governing Committee five was so that you could have one dealer from each road.

It was moved and seconded that a committee of 10 be appointed by the chair to select 5 men for the Governing Committee. Carried.

A recess was taken to give the chairman time to select the committee and the band played There's Red Ears on the Corn.

It was moved that a recess be taken to give all present an opportunity to subscribe to the constitution and by-laws.

Eighty-four dealers outside of Des Moines availed themselves of the opportunity to become identified with Iowa's new association.

EVENING SESSION.

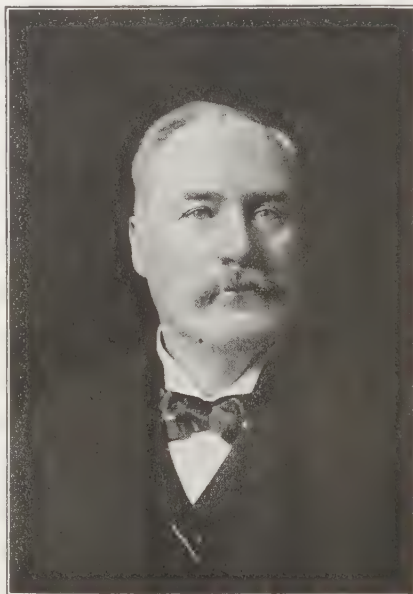
Capt. Russell called the evening session to order at 7:30.

M. McFarlin: Your committee, after due deliberation, begs leave to recommend the following gentlemen to compose the Governing Board: F. J. Wright, Minneapolis, C. M. & St. P. R. R.; E. J. Edmonds, of Marcus, Illinois Central R. R.; D. Milligan, of Jefferson, C. & N. W. R. R.; P. Dietz, Wolcott, C. R. I. & P. R. R.; E. L. Bowen, Des Moines, C. & G. W. R. R.

W. L. Shepard, Des Moines: I wish to call your attention to Sec. 2 of Art. I

of the constitution. Under its provision we cannot admit track buyers or receivers to membership. This is not right. I move its amendment so as to admit them. As amended it would read:

W. H. Chambers: All save one association has had trouble with track buyers as a result of admitting them to membership. Members of associations have been pestered with letters from receivers who were members asking them for business and threatening to withdraw their support if not favored with business. Every reputable track buyer is in sympathy with the associations, because it is to his business interest to help along the regular dealers. The track buyers want you to succeed and would not mind contributing \$5 or \$10 now and then. However they have very few interests in common with you.



F. J. Wright, Minneapolis, Minn.

G. A. Stibbens, Coburg: The commission men and track buyers have given the Grain Dealers Union their unstinted support, without which we must have failed. They have helped us financially and by attending our meetings have made them more interesting and more attractive to other dealers. They have not imposed upon us. I think no association can afford to keep them out; in fact, I am certain that you can handle them better in than outside of your association.

The amendment was adopted.

Lee Lockwood was called to the chair and explained that his business was in such condition he could not give the association the attention required to make it a success. It must be a winner. "In resigning the position you have honored me with I wish to nominate a man who has had years of experience in association work, and made the association of which he is now president a great success. I nominate Mr. D. Hunter, of Hamburg."

The resignation of Mr. Lockwood was accepted, Mr. Hunter declined, and Mr. Jay A. King, of Nevada, was elected president.

Mr. King: I deem it a high honor to be elected president of the Iowa Grain Dealers Association. Altho I do not feel equal to the task, I will do the best I can to serve you and try to make the association a winner. What is your pleasure?

B. A. Lockwood nominated M. E. De Wolf, of Laurens, for vice-president, and he was elected.

Art. III, Sec. 4, was amended so as to provide for the election of the secretary-treasurer by the Governing Board.

A resolution of thanks to the Cereal Club for the entertainment given was adopted.

The constitution and by-laws was amended so as to provide for the depositing of the secretary-treasurer's bond with the president.

The secretary of the Grain Dealers' National Association was called for, and addressed the meeting on the National and its work.

F. D. Babcock, of Ida Grove, was called for, and said: I am here to represent the Grain Shippers Mutual Fire Insurance Association. In 3 years we have saved our policy holders 40 per cent of the board rates. We have not had a fire for 90 days. We do fire insurance business on the mutual plan, also tornado insurance.

The meeting then adjourned and those dealers who did not hasten away to be robbed for seeing what was erroneously called a prize fight, were entertained by Professor Pat Ruuskey and other wigs which have gained fame and popularity.

Long after the entertainment was over many dealers lingered in the hall to discuss the day's work with their fellow dealers.

CONVENTION NOTES.

A light luncheon was served all afternoon in an adjoining room.

The Des Moines dealers did themselves proud in entertaining the visitors.

In the selection of its Governing Board the new association was particularly fortunate.

According to the constitution only those doing business in Iowa are eligible to membership.

St. Louis was represented by G. L. Graham, of G. L. Graham & Co., and W. W. Powell of Connor Bros. & Co.

The president, Jay A. King, is of the firm of Dunkelbarger & King, dealers in lumber, grain and coal at Nevada, Ia.

Every Des Moines dealer was on the Reception Committee, and they made out-of-town dealers feel they were welcome.

Eighty-four members, with Des Moines and the rest of the state to hear from. A good showing for a bran new association less than one day old.

The badges were corn colored and bore a representation of an ear of corn, with the words: "Iowa Grain Dealers Convention, March 14, 1900, Des Moines."

The vice-president, M. E. DeWolf, is of the firm of Wilson & DeWolf, receivers and shippers of grain at Laurens, Ia. They have elevators on the C. M. & St. P. and the C. & N. W. Rys.

Philip Dietz, who was elected a member of the Governing Board, is of the firm of Stockdale & Dietz, who operate a transfer and cleaning elevator at Wolcott. They also deal in live stock, lumber and coal.

A side room was converted into a dry room and the passageway decorated with signs bearing the following warnings: "Do Not Load Cars Beyond Capacity," "Free Samples of Grain Extracts Dispensed Within."

Two insurance men were looking after new business—F. D. Babcock, secretary of the Grain Shippers' Mutual Fire Insurance Association, Ida Grove, and H. H. Lantz, of H. H. Lantz & Co., General Agents, Des Moines.

Some scalpers scooped up corn juice so fast that it made even onlookers dizzy, and to the other dealers the scalpers seemed to be wanting in purpose, they had no definite direction and wandered aimlessly about in circles.

At the close of the afternoon session a sumptuous luncheon was served in the convention hall by the city's leading caterer, tables having been erected and laden with tempting viands, including raw oysters, olives, pickles, celery, sandwiches, sausage, cheese, cold turkey, salads, coffee.

F. J. Wright, who was elected member of the Governing Board, is well known to the regular grain dealers of Northern Iowa, having traveled over that territory for many years. For a number of years he has been superintendent for the St. Paul & Kansas City Grain Co., which has headquarters in St. Paul, Minn., and operates a large number of elevators in Iowa. With his wide experience and representing, as he does, such extensive elevator interests, he is surely a valuable member of the board.

Among the Chicago firms represented were Rosenbaum Bros., by C. A. Jones; H. D. Wetmore; Calumet Grain & Elevator Co., by C. A. Tower; Peavey Grain Co., by W. H. Chambers, of Chicago, and J. W. Chambers, of Omaha; Chas. Counselman & Co., by J. M. Brown; Bartlett-Frazier & Co., by M. T. Russell, H. P. Brown and C. G. Case; Gerstenberg & Co., by F. S. Landers; Merritt & Co., by C. H. Casebeer; Nye-Jenks Grain Co., by L. K. Deal; Northern Grain Co., by L. W. Gifford and G. A. Wells, of Omaha; Weare Commission Co., by F. J. Campbell, of Omaha, and Thos. Harris, Jr.; Armour & Co., by J. W. Dillin; Requa Bros. by C. E. Giles.

Among others present were P. A. Axen, Galt; N. S. Beale, Tama; M. E. Blazer, Churdan; W. E. Bomberger, Gowrie; J. H. Carter, Waukee; C. T. Campbell, Atlantic; G. H. Currier, Prescott; F. S. Davis, Coon Rapids; M. E. DeWolfe, Laurens; D. J. Eberhart, Newton; D. A. Evans, Lohrville; E. L. Erickson, Story City; E. J. Edmonds, Marcus; Geo. Gilbert, Jr., Rhodes; C. W. Goltry, Marathon; W. F. Harris, Williamsburg; F. C. Harvey, Grand Junction; H. H. Hennings, Ogden; J. M. Hladik, Manilla; Geo. O. Holbrook, Onawa; A. C. Keiser, Vincent; S. E. Kurtz, Sac City; M. W. Lee, Mason City; H. L. McCombs, De Soto; J. Manderson, Pioneer; W. H. H. Myers, Milford; A. Moorehouse, Glidden; A. H. Miller and W. H. Peiffer, Melbourne; B. R. Patterson, Mitchellville; J. Osborne, Scranton; P. S. Reed, Mason City; J. H. Stuckey, State Center; B. Swenson, Roland; M. L. Thomson, Earlham; F. Thoms, Minburn; C. I. Thorp, Bondurant; W. Wallace, Rutland; J. W. Weikel, Jordan; Geo. Willet, Osceola; H. M. Wilson, Cherokee; E. J. Wood, Lawn Hill; J. W. Youngerman, Waukee; A. J. Zingre, Mason City.

Among the firms subscribing to the constitution and by-laws were Dunkelberger & King, Nevada; W. C. Smith, Eagle Grove; E. D. Mineah & Co., Eagle Grove; C. C. Buck, Garwin; Wilson & DeWolf, Laurens; J. W. Youngerman, Waukee; G. O. Holbrook, Onawa; E. S. Yeisley, Chelsea; D. J. Folly, Wiota; H. L. McCombs, De Soto; Northern Iowa Grain Co., Sioux Rapids; Roberts Bros., Paton; A. R. Mead, Linden; Schoeneman Bros., Scranton; Johnson & Swenson, Roland; Ericson & Larson Co., Story City; F. C. Nichols, Beaman; G. L. Gra-

ham & Co., St. Louis; Northern Grain Co., Chicago 13; Weikel & Son, Jordan; Goltry & Sons, Marathon; Fred S. Davis, Coon Rapids; Western Grain Co., Winona, Minn., 38; Interstate Elevator Co., Winona, 20; Marfield Elevator Co., Winona, 7; Burkey & Stuckey, State Center; P. A. Axen, Galt; C. F. Austin & Co., Vincent; H. Kurtz & Son, Sac City, 5; Dawson & Gudge, Kennedy; F. A. Scott, Eagle Grove, 2; W. H. Stipp, State Center, 2; Geo. Gilbert, Rhodes; I. L. Patton & Co., Dexter, 3; C. & G. P. Christianson, Randall; Warren Grain Co., Des Moines, 5; Benton Bros., Dallas Center; B. R. Patterson, Mitchellville; C. B. Lenon & Co., Decorah, 2; T. S. Cathcart & Sons, Kingsley, 2; W. H. H. Meyers & Son, Milford; W. F. Harris, Williamsburg; J. A. Ogle & Co., Williamsburg; Preston, Fahnestock & Co., Osgood; G. H. Currier, Prescott; J. L. Leggett, Lathrop; Patrick & Hunt, Victor; A. Moorehouse, Glidden; J. A. Campbell & Son, Atlantic; Peavey Elevator Co., Minneapolis; Spencer Grain Co., Minneapolis; Huntling Elevator Co., McGregor; Sidnam Grain Co., Minneapolis; St. Paul & Kansas City Grain Co., Minneapolis, 50; P. S. Davis & Co., Eldora; S. S. Hanson, Collins; L. Mott, Des Moines; M. E. Blazer, Churdan; C. L. Kinney, Hubbard; F. Thoms, Minburn; Ira Conger, Galva; H. S. Thomas, Green Mount; Fields & Gates, Ladora; Brown & Dodd, Gladbrook; Shorett & Stevens, Earling; W. H. Peiffer, Melbourne; O. P. Beale & Co., Tama; Osborne & Davis, Scranton; Nicholson Bros., Ralston; M. L. Thomson, Earlham; Northern Iowa Grain Co., Mason City; F. D. Babcock, Ida Grove; E. J. Edmonds & Co., Marcus; W. E. Bomberger, Gowrie; D. A. Evans, Lohrville; Nye & Schneider Co., Mason City; Trans-Mississippi Grain Co., Omaha; D. J. Jenks, Coon Rapids; F. L. Howe & Co., Radcliffe; H. M. Schamel, Dallas Center; J. H. Carter, Waukee; Stockdale & Dietz, Wolcott; D. Milligan, Jefferson; J. Pratt, Luther; Wells Bros., Laurens.

GOVERNMENT CROP REPORT.

John Hyde, statistician of the Department of Agriculture, in his report of March 10 shows the amount of wheat remaining in farmers' hands on March 1 to have been about 158,700,000 bushels, or 29 per cent of last year's crop, as compared with 198,000,000 bushels, or 29.3 per cent of the crop of 1898, on hand on March 1, 1899.

The corn in farmers' hands is estimated at 773,700,000 bushels, or 37.2 per cent of last year's crop, against 800,500,000 bushels, or 41.6 per cent of the crop of 1898, on hand March 1, 1899.

The proportion of the total crop of last year shipped out of the county where grown is estimated at 16.8 per cent, or about 348,000,000 bushels. The proportion of the total crop of last year that was of a merchantable standard is estimated at 86.9 per cent.

Of oats there are reported to be about 290,900,000 bushels, or 36.5 per cent of last year's crop, still in farmers' hands, as compared with 283,000,000 bushels, or 38.7 per cent of the crop of 1898, on hand on March 1, 1899.

Arbitrage trading between the Chicago and other grain markets has been hard hit by the new commission rule of the Chicago Board of Trade.

SEEDS.

The Nebraska Seed Co., of Omaha, Neb., has suffered loss by fire.

The Grenell Seed Co. is erecting a 3-story building at Saginaw, Mich.

Baltimore exported 400 bags of clover seed during the week ending March 17.

Clover seed prices are quoted in Toledo per bushel of 60 pounds, in Chicago per cental of 100 pounds.

W. J. Donlin, seed dealer of Creston, Ia., contemplates turning his business over to a stock company.

Seed exports from New York for the week ending March 17, were 4,224 bags clover and 750 of timothy.

The seed business of T. H. Thompson & Co., at Houston, Tex., has been acquired by T. H. Thompson.

The lowest bidders on the government seed contract are said to have been the Ullathorne Seed Co., A. C. Nellis and Charles Parker.

J. H. Spinharney, Cleghorn, Ia., March 17: The very cold weather is doing considerable damage to clover. Farmers say clover is mostly frozen out.

Barteldes & Co., seed dealers at Lawrence, Kan., have suffered loss by fire. Their building was destroyed, together with seeds valued at \$50,000. Insured.

Old prime clover seed will not fill contracts for October delivery at Toledo; and it does not always pay to sell October against low grades carried over, tho sometimes it does.

Some seed shippers are convinced by recent experiences in Chicago and St. Louis that it does not pay to hold seed in store in a central market. Storage, interest and insurance consume profits first.

C. A. King & Co. report the movement of clover seed at Toledo up to March 17, as 5,874 received and 9,260 bags shipped during the week. A year ago receipts were 2,830 and shipments 7,200 bags. Thus far this season receipts have been 129,300 bags; against 70,400 last year; and shipments 136,300 bags; against 78,000 last season.

J. F. Zahm & Co. say the demand for clover seed drops off some years earlier than others. Everything depends upon the weather, new crop prospects, prices and supplies. Only a few years ago the clover seed season would start in September and wind up in April, but last year the season did not have any end. We were receiving consignments of seed during the months of May, June and July, and dealers here were willing to buy it. Of course seed won't bring bang-up prices during these months.

The Daily Trade Bulletin says of the Chicago seed market for the week ending March: The only change of importance which transpired during the week was in timothy. This line ruled easy and gradually developed into a weak state until there was a decline in prices. An increase in clover offerings appeared, but buyers were present and the offerings were taken and prices were not affected. A number of lots of millet and some hungarian came on sale. These also were taken and the best lots brot a shade above outside quotations of a week ago.

Seed dealers are fighting the bill introduced in the Maryland Legislature to regulate the sale of seed. The object of the bill is to protect farmers. It provides that with every sale of seed in quantities of more than one pound, a certificate

must be given by the dealer indicating the percentage of germinating seed, the percentage of purity and the percentage of weed seeds. Dissatisfied purchasers are to have the privilege of sending the seed to the Maryland Agricultural College to be tested. Seed men claim it is almost impossible to live up to the requirements of this bill.

MEETING OF KANSAS GRAIN DEALERS.

The third annual meeting of the Kansas Grain Dealers' Association was held March 14 and 15 in Representative Hall, at the state capital building, Topeka. The association was indeed honored by this privilege. The meeting was called to order by President Cortelyou and opened with an address of welcome by Major Anderson, president of the Commercial Club.

Mr. P. F. Lucas of Kansas City responded to the welcome with a few well chosen words.

President Cortelyou then made his annual address, from which we take the following:

PRESIDENT'S ADDRESS.

Gentlemen: The Kansas Grain Dealers' Association is one year older, and has made its third year of history, and not only of history, but experience as well. We all know that it is the wise man that profits by his mistakes, that is what makes experience the valuable teacher it is, and this Association has surely been more of a success this last year, through the experiences of former years. As your President, I am glad and proud to say that we have made the best record of any year of our existence.

Gentlemen: We are met here under most favorable circumstances, in our third regular yearly meeting for the transaction of business. This is the important meeting, the one in which you close up the past year's business, and outline the new. You, the members of this Association, are here to dictate the policy of this Association for the coming year, and we hope you will do this work well.

Has the policy of this Association for the past year been satisfactory and will you continue it, are questions for you to decide. Your official Board has given careful thought to its duties, and has striven faithfully to make the Association the success that it is.

We are egotistical enough to think we have succeeded. We think the actual results have proved it, and measuring that success by dollars and cents, we feel proud of our work. We know this Association is appreciated just as it has made money for its members. In this age we lay sentiment aside and measure values by dollars, and I am sure you have appreciated the Association's work, in this particular, this year.

In the first place our system of check-weighing in Kansas City, has been an actual money saver. During this year we have established causes for shortages, that have been so self-evident, that we have been able to collect claims for our members, in excess of the cost of service.

Again, the rooting out of the illegal element of the country grain trade has resulted in much profit to our members, and in other ways that can hardly be mentioned in this address, we have made good hard dollars for our members. You will find it a very notable yet well substantiated fact, that our country elevator property is today worth from twenty-five to forty per cent more than a year or so ago.

This past year has witnessed no great changes in this Association, yet some important events can be recalled. In March last the Kansas City Board of Trade introduced and carried a resolution, which caused the withdrawal from our Association, of all members of the Board of Trade, who were members with us. Thus withdrawing that much financial support, as well as cutting down our membership list some fifty names. At that time we regarded this as a great loss; in the light of subsequent events, we deem it a very small loss, as compared with what we have gained.

Today we are untrammelled by any outside influence, a Kansas Grain Dealers' Association, organized by the dealers, of the dealers, and for the dealers of the state.

We stand on that broad plane of independence, upon which such a progressive and representative Association as this ought to stand, and without fear or favor, we can demand a just and full recognition from all, of what we deem our rights.

We are one year older as an Association. Are we one year wiser? If not we have not lived up to our privileges. If the past has brought no lessons to us, that can be of benefit to us in the

future, then we are existing only, not living, growing, expanding as we should.

But we have grown; grown in numbers, and what is more to our advantage, we have grown in power, prestige, and influence. Even a year ago, as an Association, we were nothing, if not progressive and active, and considering our newness, having only been in existence two years, we were strictly up-to-date and proud of our position. But this year has added to our experience and wisdom, and broadened our influence, until today, we stand in the foremost rank of Associations of our kind.

The detail of the work can best be, and will be explained to you by our very worthy Secretary. But in a general way, I can say that our work this year has been along the following lines.

We have endeavored to maintain our very excellent system of check-weighing in Kansas City, which was organized a year ago last November. The maintenance of this at one time seemed a very serious problem, and we felt forced to abandon it, on account of lack of funds to support the Bureau, but the protests were too numerous and loud, and we had to devise, and put in operation, the same plan under which the Inspection department is operated, which is this: When a deficiency exists on account of light receipts of grain, collections are divided pro rata, among our employees, until such time as the revenues shall create a surplus sufficient to pay all in full for services.

Gentlemen, had this check-weight system been the only work of our Kansas Association, surely we had not lived in vain. There is no system that can always guarantee absolutely correct weights, but our method comes as near to perfection as it is possible, and one has only to compare present weights at Kansas City, with weights before our Bureau was opened, to fully appreciate the present system. Our system needs one thing to make it a more complete success. This it has always lacked. If all shippers would send in their shipping notices, our work would be very much more satisfactory to the country shipper, as well as to our Bureau. You will be surprised to know that of all the shippers to Kansas City, only about twenty send in shipping notices regularly. Many send in notices occasionally, but only these few regularly.

Again, we have maintained throughout the year the practice of holding local meetings at different points in the state, and from the results attained, we must heartily commend this part of the work.

We have also done more this year than ever before to draw closely the lines in favor of the legitimate country trade, and the scalper is almost obliterated.

There are other details of our work that can hardly be touched upon in this address. Suffice to say, that we have an Association that is supported and maintained for the benefit of our members, and the worth of it can only be appreciated by those of our members, who keep closely in touch with Association work, and use the Association, whenever they need help in any line of their business.

We feel sure that the past year has been a prosperous one to our Association, as well as to country dealers, members of our Association. Whatever fears the organizers of this Association had in the past, as to its ultimate success, must now be forever stilled. We are far beyond the experimental stage, thoroughly acquainted with our needs, thoroughly equipped for our work, and thoroughly entrenched in our position.

The minutes of the last annual meeting were read by Secretary Smiley.

H. Work, of Ellsworth, read a paper on "Objects to be Accomplished by Our Association," from which we take the following:

OBJECTS TO BE ACCOMPLISHED.

Mr. President and Gentlemen of the Association: I suppose the supreme end or object to be obtained by a grain association, is to see the entire trade working harmoniously with a fair profit to all legitimately engaged in the business. While the work to be accomplished in this line by our association has been quite satisfactory, while your officers have nothing of which to be ashamed, the work in the future is much greater.

I would venture the suggestion that the difficulties already overcome and the improvement along various lines is greater than many of our members realize. It is true that the officers have deemed it wise to keep some things, notably in connection with the check weight bureau from being made public property; but any benefits derived in the past from organized effort should only serve to stimulate us with new zeal, to arouse us with a determination to make this body representing the large grain interests of the great State of Kansas stand for something, to be recognized as a power and influence in its business transactions.

Probably one of the most useful objects of our association and the one least appreciated by our members, is the educational feature. When we look back to the condition of the grain dealer

three years ago and compare it with his present condition, we see a vast difference. Some may attribute this to the general prosperity of the country. Others will say it is due almost entirely to good crops the past three years. I readily concede that both of the above have been quite essential in bettering the condition of the grain dealer, but notwithstanding these facts, irrespective of good times and good crops, if the dealers had followed the old time policy of conducting the grain business, I ask you, would good times or bountiful crops place him where you find him today, prospering, with good bank account, and elevator property worth from 50 to 100 per cent more than it was three years ago, and few that are desirable for sale at any price?

My observation is that this condition of affairs has been brot about in no small degree by the educational feature of our association, and by that I mean, our gatherings together and exchanging views and broadening our ideas, thus stimulating each other, producing healthy and hopeful conditions, and bringing about a more thoro understanding and a proper consideration of the interests of all concerned.

Those of you who attended the first meetings of this association doubtless remember some of the wild and impracticable ideas advanced at that time by some of our members. From some of the passionate utterances of those occasions an innocent listener would at once have been led to class all the railroads in the country as robbers and thieves of the worst stamp, and the Kansas City commission men as a band of brigands only awaiting a chance to hold the grain dealer up and consign him, if not to the tomb, at least to so low a plane financially, that he would forever cease to consign grain. The Kansas City elevators—all of them without exception—SHADES of HADES, furnish us a vocabulary. Words utterly fail to express the contempt in which they were held. While there were no doubt many causes for complaint, and while evils are still existing to be remedied, yet we must admit same was enlarged upon to a great extent and many of these evils have materially decreased thru the work of the association. For instance short weights without some cause are rarely heard of, and irregular dealers, what few there are, find the business more unsatisfactory each year.

But the point I wish to emphasize is that by coming together and comparing experiences we are not only able to consolidate against an evil, but we individually broaden our ideas and come to see more clearly that there are two sides to every question, and that others have rights as well as ourselves; that it is possible for us to be in the wrong.

I want to see the day come when the grain business will be looked upon as one of the most respected and not as it often is now, a business of sharp practices, where the dealer is regarded, if not a twin brother, at least a third cousin of the lightning rod agent; where the farmer often feels that he is defrauded both in price and weight and probably at times there is just cause for his feeling. Such a condition is unquestionably brought about largely by undue grasping and avaricious methods of competition, and it is one of the objects of this association to impress its members with the fact that a single individual or firm cannot do all of the grain business of this country, nor even of a single town, but that each should buy on a fair margin that will enable him to give the farmer a fair, square deal and honest weights and leave a reasonable profit for himself.

When the dealers of a town buy on less than a living margin they are either losing money or they are compelled to resort to some dishonorable practice for their profit. In either case the result is not satisfactory to the farmer nor to the dealer. While some farmers would gladly see the dealer lose 5 cents per bushel on his grain, yet with all that is said against the farmer, I find the majority of them are reasonable and expect the dealer to make a fair margin.

When this bitter feeling is engendered between the dealers of a community, they are not only ruining themselves financially, but the high prices paid extends its influence to other towns in the county, and from that county to adjoining counties, and the difference is seldom amicably settled by the dealers themselves, but by a third party. I know of no better third party than our association; first, by preventing such disturbances to the trade by getting our members out to our meetings and educating them along the proper lines of doing business; second, by serving as an arbitrator of difficulties before they have reached an acute stage; if by no other means, I would suggest that a committee be appointed by the association to go to towns afflicted in this manner and provide some remedy, and if necessary, where all the dealers of a town are members of the association compel an arbitration of differences according to the circumstances and conditions of each locality. Secretary Smiley, I know, has accomplished much along these lines, but with his other work I feel that he cannot do this matter justice thruout the state.

In my opinion it would be a good idea for the Millers Association and our association to

work hand in hand, and I see no good reason why this meeting should not appoint a committee to confer with the Millers Association in an endeavor to bring about such a union. There is now a vast amount of business done between the country grain dealer and the millers thruout the country, and I have often thought that there should be some code of rules governing such transactions and for the settlement of any differences that often arise.

I also believe it would be a wise plan if the National Association should at least be largely made up of delegates selected from our various state organizations and the National Association be recognized as the higher power. It is only in this manner that we can hope for any national legislation in our favor, and the only hope we ever will have of securing a clean bill of lading whereby the railroad companies can be held liable for the amount of grain put in a car. I fully realize that many of our members are opposed to affiliating with the various boards of trade, yet I cannot help but think that same would be very beneficial to both organizations and that we can never be entirely free from the irregular dealer until this is accomplished.

By some such complete organization and affiliation, all parties from the producer to the retailer of the finished product could be brought face to face on any existing differences, which is the quickest, surest and most satisfactory way of securing a mutual understanding and adjusting difficulties.

A general discussion of the paper was asked.

H. J. Diffenbaugh, Washington: I would prefer that the discussion be deferred until the end of the day, as the papers that follow may touch on some of the points we may wish to discuss.

A letter was read from G. A. Stibbens, Coburg, Ia., secretary Grain Dealers' Union of Southwest Iowa and Northwest Missouri, regretting his inability to be present owing to meeting conflicting with the Des Moines meeting.

A paper on "Work of the Grain Dealers' National Association," by Secretary Charles S. Clark, was read.

H. J. Diffenbaugh, Washington, read a paper on "What Constitutes a Successful Grain Man," which will be published in the next number.

H. G. Kaill, of the U. P. R. R., said: We feel that the grain shippers are as essential to us as we are to them. In order to make our business relations a success we must trust each other. It is the aim of the carrier to handle the grain business quickly and do the best we can for our shippers. The grain business is one that should receive our best treatment. It is the aim of the railroads to serve well their patrons. I have always found that you are willing to treat the railroads fairly and not give them something that did not belong to them.

F. P. Miller, Chetopa: I see the majority of the Kansas dealers are young men. I think good financeering is something we should all consider. You want to beware of taking a good credit. Pay as you go. Then when poor crops come you will be all O. K. Honesty, truth and integrity are good, but beware of taking advantage of good credit when you are prosperous.

A discussion followed regarding the advisability of having millers join the association, and of the competition they furnished the dealers.

F. L. Ingersol, Kerwin: We have a good mill at our place. I have shipped the surplus grain. I do not think there is any necessity of taking all the grain when the miller is not a shipper. Take the surplus.

A. C. Plumb, Lyons: I have had dealings with millers and found it does not pay to try to bulldoze them. I am willing to take my chance on their generosity regarding what is right or wrong.

M. Hancock, Rydal: I prefer to let the millers have the best wheat.

S. B. Carter, Wellington: Our association is on friendly terms with the miller,

but I do not see why we should get any closer to them.

E. J. Smiley: We find many who are millers and grain shippers. We cannot refuse a man admittance to the association when he buys and grinds. We can handle them better if they are members. By getting in closer touch with them we can get them to buy of grain men, instead of sending men out to buy.

S. B. Carter: If a miller ships more than he grinds I would favor his joining. I think two organizations are better. The objects of the Millers Association are different than ours. The freight rates are in our favor. I think the railroads ought to pay us for storage room for elevators. They do not always furnish cars promptly, if the market goes down we lose and the railroads tell us they did the best they could.

F. P. Lint, Atchison: There are two sides to the question. Suppose you got a rental, you might pay it out to the farmers. Work your rebate thru the receiving house. If a scalper can load his grain and get a clean bill of lading then he knows that we will have no shortage. The scalper fears a shortage. When prices are higher the scalper and farmer comes in and ships at same price.

J. B. Wooster, Home City: We have been troubled at our station with track buyers bidding irregular dealers. Just as soon as the secretary would get one to stop his bids another would start. We should pass a resolution to give all track buyers the cold shake who do this.

E. J. Smiley: The railroads charge demurrage. If we can get them to enforce this at all points and also get them not to order cars on the statement, "I am going to ship," it would make it hard for the scalpers to do business. A committee should be appointed to take this up with the railroads. The farmers are willing that the grain men should handle their grain at a fair profit.

H. Work: I agree with Mr. Lint if we had a one cent loading fee the farmer would get it, but the elevator man would have that one cent advantage over the scoop shovel man. If we had only a clean bill of lading the farmers could ship, but with an elevator rental of one cent a bushel they could not.

H. G. Kaill: We have a rule that grain must be in sight before we furnish cars.

A. H. Bewsher: What do you mean by in sight.

H. G. Kaill: It must be in the elevator or some other building within the corporation limits.

A. H. Bewsher: The state Board of Transportation in Nebraska holds that grain bot in the country means in sight and the railroads must furnish cars.

N. B. Hieatt: The Missouri Pacific R. R. have issued a circular ordering agents to hold cars 48 hours for the scalper. I have had grain in my elevator waiting to be shipped, and had to wait 48 hours to see if scalper would be able to get his grain. He did not and I got the car. I think the grain should be on track when car is ordered.

The meeting then adjourned to 8 p. m.

WEDNESDAY EVENING.

F. P. Miller, Chetopa, Kas., gave a report on 120 cars of grain that he weighed over scales and also measured by his system, in which the tester and plunger are used. The terminal weights were shown to agree, within a few pounds of the measured contents.

President Cortelyou appointed the following Committee on Resolutions: A.

T. Rodgers, chairman, Beloit; Geo. H. Hunter, Wellington; H. J. Diffenbaugh, Washington.

T. L. Ewan, of Topeka, read a paper on Over Drafts on Shipments, which we will publish in next number.

L. B. Young, Hutchinson: I have \$2,500 worth of claims against members of the Kansas City Board of Trade. I will give 40 per cent of it to anyone who will collect it.

P. F. Lucas, Kansas City: All such accounts can be settled by the arbitration committee of the board. If the member refuses to pay he will be expelled.

A. H. Bewsher, secretary, Omaha, Neb., gave an address on Work of the Nebraska Grain Dealers Association which will be published in next number.

A paper on How Can We Secure Correct Weights at Terminal Points? was read by O. A. Higgins, of Stockton.

F. P. Miller. The trouble is you have to buy hopper scales, the bins have to be elevated above the scale. This all costs money. A warehouse can be built much cheaper, and then grain can be weighed by my system.

N. B. Hieatt: If I was building an elevator I would build one hopper and put in a hopper scale, if I could afford nothing else.

J. T. White, Ada: I am informed that the law referred to by Mr. Higgins in his paper is unconstitutional. It was drafted by a Missouri Pacific R. R. attorney for a grain dealer, who had it passed. The title is not rightly stated, which is "A Bill to Protect Shippers of Grain, Hay and Seeds." It does not state what it is to protect them from. The law itself is all right. We should get it re-enacted.

A paper by Mr. Latshaw, of Wilson, on "How to Advance the Grain Interests," was read by Secretary Smiley, from which we take the following:

HOW TO ADVANCE THE GRAIN INTERESTS.

First, have the right facilities for handling grain; second, use the best scales in the market. Do not use them until entirely worn out, and by all means have a scale in your elevator. Don't estimate how much grain you have in the car. Get the most careful man you can secure to run your elevator. If you are not fixed to weigh your grain don't blame the mills or elevators you ship to for short weights. If you are shipping to several places it will not take long to find out what elevator or mill is taking too strong weights. You should confer with the party, and if he does not make it right, order your commission man to quit selling to such firms, even tho you receive a higher price.

If all country shippers would follow this plan it would not take long until the party owning or controlling the elevator would find it to his interest to deal fairly with all.

In regard to the elevators taking too pounds, it would be well for the Board of Trade to adopt a rule requiring them to give the shipper credit for all the grain they receive. A committee appointed was for that purpose, and I don't know whether it made any report or not. I know the too pounds is still taken. Further, the Grain Dealers Association should adopt some plan to have every commission firm in all the cities where the members of this association do business to become members of same.

I think it would be well to appoint a committee of five in Kansas City to look after cars that are not fit to load with grain. If the railroad company set in cars to a shipper too poor to carry the grain to market without a loss, the shipper could report such a car to the committee. I would suggest the secretary of the Board of Trade and four leading elevator men for this committee.

I would have the inspection law repealed. Don't control the grain interests with a political pull. I think it would be well for every grain man to council with the Representative of his district, to see what could be done to repeal this law. I think it would be better under the control of the presidents of the Board of Trade, Grain Dealers Association and Millers Association, they to establish the grades, and to make them more rigid.

Also have a law prohibiting all elevators in large cities where our grain is handled, having a cleaner. In this way the country shipper

would not be troubled with the shovel man, which causes so much trouble at times. I know our wheat would command a higher price in foreign markets if not mixed too much.

T. L. Ewan: We make it a part of our contract that all shipments be subject to 100 pounds dockage.

O. A. Higgins: Why is 100 pounds taken?

T. L. Ewan: It is a custom to do it to meet competition.

A. H. Bewsher: I took up the 100 pounds dockage matter with the receivers and got the following: The custom originally started with the docking of 4 pounds on every 1,000 pounds or 100 pounds to the car, to prevent shrinkage at elevator. For the same reason that the dealer takes 10 pounds from the former. I found there was a law against the taking of 100 pounds.

T. L. Ewan: It is the custom to shrink grain in the Northwest. The inspectors state the amount of dockage and the grain is subject to it for the dirt it contains.

A. H. Bewsher: In a purchase of wheat north of the Platte we have the sieve and scale system. The dealers take 16 ounces of wheat, put it thru the sieve, then re-weigh and get the per cent to dock. They have no trouble on the 100 pounds dockage, and do not pay freight on dirt.

W. S. Washer: The uniform dockage at St. Louis is 4 pounds per 1,000 pounds.

N. B. Hieatt: My scale beam has 2½ pound notches and I can weigh as close as that. If my scale weighs 3,147½ pounds I call it 3,140 pounds. In weighing grain out I weigh on the even balance.

A. C. Plumb: A few years ago the same question confronted us. We used a hopper scale. It burned with our elevator. Do not use any now; the returns are the same, and we do not worry.

L. Cortelyou: There will always be differences in weights. We all kick against short weights, but keep still when we have an average. All dealers have different scales, and all can't possibly agree; some weigh heavy and some light. Hopper scales in the country vary. We have our scales tested often. How often are they tested in the country? Avoid terminal elevators that give poor weight. A good plan for having your scales tested would be for the dealers along your line to have an expert come and test all scales. It would be a cheap way.

A. Wangerein, Varney: We test our scales by weighing on wagon scale then on hopper scale. Our weights are all right when we ship to Galveston and Memphis, but at Kansas City they are all wrong.

J. T. White: I have bot corn from Nebraska points. Their weights and weights at my elevator tallied, but when the grain got to Kansas City, it was shrunk. Short weights are a system of shrinkage. They should buy grain at a less price and weigh correctly.

I. M. Yost: The plan for arriving at correct weights is the use of track scales. You then give the railroads a chance to get correct weights and their just freight.

E. J. Smiley: Mr. Higgins got a rubber stamp for use on his bill of lading, which reads: This grain must not be weighed at the Belt Line elevator, and his weights are now more satisfactory.

J. T. White: I believe that unless we take some means for self-preservation that the time will come when the elevators will all be operated by large line houses and we will be looking for some other business.

It was moved and carried that the president appoint a committee of three to con-

fer with a committee of three from Millers Association for the purpose of affiliation, but each association to retain its identity.

The meeting then adjourned.

THURSDAY MORNING.

President Cortelyou called the meeting to order at 10 a. m. and appointed the following committee of three to meet the committee from the Millers Association: Mr. Hutchinson, O. A. Higgins, H. Work.

E. J. Smiley, secretary, read his annual report, from which we take the following:

Mr. President and Gentlemen:

I presume you are all aware that we have entered the fourth year of our existence as an organization. At our last annual meeting held in this city Jan. 10th and 11th, 1899, we demonstrated, not only to the satisfaction of our membership but to the grain trade at large, our ability as an organization to enforce the reasonable demands we are now making for our own protection. Not until this time were the different Boards of Trade thruout the country fully aware that we were determined at any cost to drive the irregular, irresponsible, transient scoop shovel man out of the trade. Many members of the Kansas City Board of Trade, fully realizing that they could not longer solicit and handle the trade of the irregular dealers, on Feb. 28th by an overwhelming vote passed a rule which no doubt all of you are familiar with, preventing any member of said Board from holding membership in our organization or other organizations of like character, and further prohibited them from contributing anything to the support of such an organization notwithstanding the fact that they were represented in our last annual meeting and our expenditures were based on our membership at that time. After their withdrawal from the organization they folded their arms and predicted the speedy downfall of our organization. Today they stand aghast because we are still in existence as an organization.

After their withdrawal I received communications from our members from all parts of the state deploring the fact of their withdrawal, fearing that we could not keep up an organization without the support of these people. One year has elapsed since this occurred and it is certainly gratifying to our members to know that our enrollment today is larger than it was one year ago, notwithstanding that our list one year ago included 60 or 70 members of the Kansas City Board of Trade. For a great many of the members of the Kansas City Board of Trade, I am fully satisfied that our members have the kindest feeling and give them a liberal share of their patronage, but for the class that solicits trade from the irregular scoop shovel man and handles his consignments, words cannot express our contempt. This brings up a question that has been discussed at every meeting we have ever held and no definite action taken, "How shall we treat the concern that handles the consignments of irregular dealers?"

The Iowa and Nebraska Associations within the past year have met this question squarely and their members flatly refuse to do business with any concern that handles consignments from irregular dealers. Why should we not do the same? Gentlemen, this question is up to the members of our association and the regular grain dealers of Kansas, Nebraska and Oklahoma. In my opinion we need have no fears in adopting the policy adopted by the Associations in our sister states.

Following the plan adopted by the Nebraska Association of organizing the state into local districts, soon after our last meeting we organized seventeen local districts in different parts of the state and with the exception of three divisions they have been well attended and much good work accomplished. Owing to the light crop of wheat in the southeast part of the state it was thought advisable to abandon the Coffeyville and Chanute divisions until another crop was raised. It is unnecessary to dwell on the work accomplished at these meetings further than to say, that it is practically the only way to bring the dealers that come in direct competition with one another together and unless they get together and arrive at some understanding as to margin of profit on which they will handle grain, there is no profit in the business.

We contend that there is only one way that the grain business can be successfully and profitably conducted and that is a division of the grain made between the dealers operating in a town, this specified in writing and signed by all parties interested. Show me a town or a community in the state of Kansas that is handling grain without any agreement between the dealers and I will venture the assertion that instead of the dealers having a fair margin or profit they are doing business at an actual loss. There is no reason for dealers doing this and the sooner they make up their minds to do business on business princi-

ples, the better off will they be. I stand ready at any time to lend my assistance in arranging a division of the grain between you and your competitors. Many of the dealers thruout the state within the past year have adopted this plan and the fact that elevator property has advanced in price at least 25 per cent is evidence that the plan mentioned is a success.

It is quite noticeable that a very large per cent of the grain dealers cannot stand prosperity. Just as soon as they find that the business in their town shows a fair margin of profit on their investment then they want to branch out and in many cases erect plants in towns adjoining them where the business will not justify an additional elevator. This may be accounted for from the fact that general prosperity has spread over the entire country and the expansion idea has taken possession of all classes of business men. I would caution you, however, to be careful about investing money in elevator plants and elevator machinery at points where there are two or more elevators already located. There are comparatively few points in the state of Kansas that will justify the expense of maintaining more than two elevators.

At our last annual meeting all of our members were requested to report to my office, (giving car number and initial) all cars not in condition for the transportation of grain. I made special mention of this in circular sent out to our members soon after our last annual meeting and from reports received soon after, I considered that almost the entire equipment of all the western roads was not fit for the handling of grain. We made a record of these bad order cars as reported and immediately notified the General Freight Agents of the Western roads. Without a single exception all bad order cars reported were immediately retired from service until repaired, and it is my opinion that all the Western roads have taken out of service all cars not fit for handling grain. We have had only three reports of bad order cars the past three months and have concluded that nothing but proper equipment was tendered for the loading of grain. From personal observation we believe the equipment now tendered shippers for the handling of grain is far superior to what it ever has been in the past. If you find cars not fit to load with grain we trust that you will notify us at once and we will endeavor to have same repaired promptly. Under no circumstances should you accept bad order cars for loading grain but if you do always call the attention of your local agent to same; then should a loss occur in transit you will have proof that will be of assistance to you in collecting your claim.

We are pleased to announce that many of the dealers thruout the state the past year have placed hopper scales in their houses and now they know the exact amount of grain they load into their cars and are in a position to verify their weights by a sworn statement if necessary. While we know that there has been a great improvement in weights at terminal markets the past year and especially at Kansas City we are free to admit that there is still room for improvement.

The complaints received and filed in our office the past year are classified as follows: Short Weights at Terminals, Complaints of Receivers Handling Consignments and Soliciting the Business of Irregular Dealers and what we term Uncommercial Conduct on the Part of Country Shippers in Refusing to Recognize the Rights of their Competitors.

In reference to the second, will say that if the transportation companies can be induced to enforce their demurrage rules at all stations with the increased capacity of all cars, we believe the scalper would be forced out of business. I have had this matter up with several of the General Freight Agents of the Western lines and they tell me they are enforcing their demurrage rules, but we have reason to believe they are mistaken. Again, if all members of our association would refuse to do business with concerns that they know are handling the business of irregular dealers and would let them know their reasons for refusing to do business with them, they would soon be out of business. We have kept you advised the past year of the names of the concerns that have handled this business and we do not believe that a single member of our association can consistently do business with one of them.

I would recommend that our president appoint a committee of three to wait on the General Freight Agents and Traffic Managers of the Western roads with a view of securing their support in this matter. If this meets with your approval I would suggest that this committee be also instructed to bring up the matter of agents ordering cars for parties not having any facilities at points where there are elevators. You are aware that several of the Western roads have issued instructions to agents not to order cars for parties unless they have the grain on hand in sight at time cars are ordered. We believe that the Traffic Managers of the Western roads would much prefer to furnish empty cars to elevator men in preference to scoop shovel men and we believe that a committee of influential men could succeed in having the rule better enforced by the roads that have issued such instructions and succeed in having other roads issue such instructions.

A few of our members within the past ninety days have requested and urged me to take some action with a view of securing a lower rate on grain. This I have refused to do for the reason that I did not think it was our fight and if we shud precipitate a fight we wud be the losers. I find, however, that most of the parties urging this were prompted to do so by Kansas City commission men. After hearing this I at once notified all such parties that we had more than we could attend to in endeavoring to prevent Kansas City commission firms from handling the business of scalpers and irregular dealers. Were the grain men paying the freight it is possible that they might have some cause for complaint but as the producer and consumer pay the freight we do not think we are called on to fight their battles and by so doing incur the ill-will of the transportation companies. Bear in mind, gentlemen, that if you expect favors you shud not show a disposition to antagonize the interests of those granting them. As the producers in this state have always shown a disposition to antagonize the association from the time it was organized we do not feel that we are under obligations to them in the least and shud we take this matter up as requested and succeed in having rates reduced they wud receive all of the benefit and same wud hardly be appreciated. That we are receiving favors from the transportation companies, no one can deny. Both the Missouri Pacific and Rock Island roads have issued circulars to their agents not to furnish cars to scoop-shovel men when needed by elevator men and I believe there are a number of men present here today that have had no cause for complaint along this line since this order was issued.

Now, regarding farmer shipments. From the fact that we hear of comparatively few farmer shipments we are led to believe that they much prefer to sell their grain at home than to take the chance of shipping it and at points where there is no dissension among the local dealers you do not hear of farmers shipping their own grain with one or possibly two exceptions, where they have shipping associations. I wish to caution the dealers against allowing their postal card bids to lie around their offices giving every one an opportunity of knowing just what you are receiving for your grain. These bids as soon as received shud be placed in a drawer or filed away.

We do not think there is any necessity in dealers keeping the farmers in ignorance of the work of our association and we believe you had better advise them when questioned regarding the association, that the association is directly benefiting them which it is. It is often amusing to see the way some dealers act when I walk into their offices unexpected. They apparently are fearful of my saying something that will disclose my identity and usually show undue haste in taking me out to inspect their plant or show me the town. I am always careful about introducing any subject that might disclose my identity as representative of the Grain Dealers Association and at all times respect the wishes of those that prefer to keep secret from the farmers the objects of the Association. However, I am of the belief that if they knew more of the Association and the benefits to be derived there wud be less talk of legislation aimed to drive us out of existence.

Quite a number of our members view with alarm the building of new elevators by what are commonly called "line people" and I fully expect this question will come up for discussion at this meeting. Now, I know of no way that we can prevent this and what cannot be helped must be endured. We think, in a number of instances, they have used very poor judgment in locating houses at points where there were more houses in operation than the limited territory wud justify, but you need not think they will drive you out of business as with hardly an exception they are good competitors and have expended their money expecting a fair return on their investment. They are at a greater expense in keeping up their houses than the local buyer and many times employ men without experience who are not able to judge the different grades of grain, consequently they meet with many losses that the local dealers steer clear of. I wud like some one here today to suggest a plan whereby all of these line houses could be induced to help support the organization in a financial way. There are today only two line companies that are paying to the support of the organization more than one of our members that has only one house and we are very sure they derive as much benefit from the organization as our own members. I hope some one will suggest a practical plan whereby they can be induced to contribute to the support of the organization.

I have attempted in this report to show you what has been accomplished the past year and have offered some suggestions for your actions today for the coming year. Today we have a live, progressive association and with the same support from our members the coming year that we have had in the past we can assure you that our organization will stand at the head with other like associations.

The secretary's financial report showed that he had received during 1899, \$3,340.62

and paid out \$3,470.51, leaving an over draft on Jan. 1, 1900, of \$34.27. This report was accepted by the association.

M. H. Roller, treasurer, made his report, which showed that on Jan. 1, 1899, he had a balance on hand of \$95.52, and had received during the year of 1899, \$3,340.62, and paid out \$3,470.51, leaving an overdraft Jan. 1, 1900, of \$34.27. His report was accepted by the association.

A. E. McKinzie, Chief Grain Inspector of the state of Kansas, made his report on the "Work of the Kansas Inspection Department," which is as follows:

W. S. Washer, of Atchison, addressed the association on Competition, which will be published in the next number.

W. W. Price, of Huron, gave an address on Overbidding, from which the following is taken: The subject assigned to me is the main backbone of contention of this association. I refer to overbidding. I do not know how to solve the problem. Overbidding is born of avarice and fostered by greed. I venture to say those who are going to Texas on



G. N. Consley, Kansas City, Mo.

the excursion do not overbid, but those of us who have to stay away are the overbidders. There is no one who does not overbid a little. Some pay the same price, but give an extra dollar for the load out of his pocket. This is overbidding. The only way to stop it is to be fair with each other. If you stop it you will make money. It will pay all to become a member of this association, and act as a brotherhood. While I am starving I know my competitor is not getting fat. It would have been better if all the dealers could have gone on this excursion. They would then all come home better grain dealers and willing to let all live on fair profits. I am going to try and sow the seed that will cause the dealers to come together and protect themselves in a lawful, manly business.

Geo. H. Hunter, of Wellington, read an interesting paper on The Gulf Outlet.

G. N. Consley, Supervisor of Weights for the association, at Kansas City, made his report for the past year, which was accepted by the association. It is as follows:

From Jan. 1, 1899, to Jan. 1, 1900, our department checked a total of 30,847 cars. The condition of cars, on arrival at elevators during this period, show some improvement, the number of leaking cars being 5,628, or 18 1-5 per cent, against 25 2-5 per cent, according to my last report.

The leaks are classified as follows: Grain door, 2,398; drawhead, 1,140; loose siding, 1,379; floor, 222; corner, 209; over top of doors, 115; kingbolt, 97; miscellaneous, 50. Twenty of these cars were partially wrecked, and 68 unfit to load with bulk grain.

From Jan. 1 to March 1, 1900, we checked 2,870 cars, of which 428, or 15 per cent, were leaking.

You will note that more than one-half of the total number of leaks are at grain doors. This is, in nearly every case, the fault of the party cooperating the car. There is really no excuse for leaky grain doors in the absence of a wreck.

Financial Statement: Balance on hand Jan. 1, 1899, \$43.82; collections from elevators, \$7,634.25; E. J. Smiley, Atchison account, \$12.44; J. K. Davidson & Co., account Parsons deficit, \$115.58; loan from Board of Trade, \$311; donations, \$30; interest on deposits, 58 cents; total, \$8,147.67.

Expenditures: Salaries, \$7,410.12; office rent, \$260; telephone, \$90; printing and office supplies, \$225.39; Fairbanks-Morse Co., \$4; rebates, \$77.50; balance Jan. 1, 1900, \$80.66; total, \$8,147.67.

Supplement Statement: Balance Jan. 1, 1900, \$80.66; collected from elevators, January, \$335.50; February, \$382; deficits, \$2.24; total, \$800.40.

Total expenses Jan. 1, to March 1, 1900, \$800.40. Ten per cent of all salaries for January and 15 per cent for February, 1900, are unpaid. There are no outstanding bills aside from balance due on salaries. Our office and telephone rent is paid to April 1, 1900.

DOES IT PAY? By referring to your secretary's circular No. 8, issued under date of Dec. 27, 1899, you will find that during the last six months of that year, there was collected and paid to shippers, \$5,700 through proof furnished by our department. The total cost of maintaining the check-weight-bureau for the last six months referred to was \$4,555.87. Since January 1st, the total cost of maintaining our bureau has been a trifle more than \$800. During this period we have made collections and settlements for shippers amounting to more than \$1,150.

Collections might have been made for many more shortages if the shippers had kept our Kansas City office better advised. Of the 30,847 cars looked after by our department during the past year, we had advice from shippers on only 1,943 cars; we had advice from receivers on 5,531 cars, leaving 23,373 cars of which this department had no advice, except such as came from shippers who had received a short weight; and in many instances this advice did not reach our office until from thirty to sixty days after the cars on which complaints were made had been weighed. Of the cars on which weights were reported by receivers, 29 per cent were short more than 300 pounds each, while of those reported by shippers 22 per cent were short more than 300 pounds each. A large per cent of these last shortages were adjusted before returns were made to the shippers and many others were adjusted later.

I have repeatedly requested the shippers to keep in closer touch with our Kansas City office, but from some cause they will not do so. In proportion to shipments received at Kansas City, I have had a larger per cent of advices from Nebraska shippers than from Kansas shippers. During the past year a number of irregularities have been located and wholly or partially removed. Our bureau is in better position today to do efficient work than it ever has been.

M. Latshaw, Wilson: What kind of grain doors leak the most?

G. N. Consley: The doors that swing up. I thing the slat door is the best kind.

A. E. McKinzie: We find the kind of doors that leak the most are the ones that let down from the top. The slat doors are the best. You can nail them on.

R. W. Cornelison, Reserve: Can you use more than two doors? Will the railroads allow it?

N. B. Hieatt: I use four doors in loading a car of 1,000 bushels. Sometimes I use six. The railroads do not kick.

L. H. Hammett, Schroyer: My agent objects to my doubling doors. I think the railroads ought to furnish heavier doors.

F. P. Miller: I am on the Katy. I use plenty of doors. The doors that drop down are most at fault.

W. W. Price: I told agent I would report to headquarters if he did not supply enuf doors. He did not want me to telegraf headquarters, so furnished the doors.

J. P. Cummings, Sabetha: I use all the doors I want. I am on the Rock Island, and they have the poorest cars and doors of any road.

H. J. Lane: I never use a double door, but nail lath and paper in the corner close to the jam, which keeps grain from leaking through.

Meeting adjourned until 1:30 p. m.

THURSDAY AFTERNOON.

The afternoon session was called to order at 2 p. m. and the secretary was ordered to cast the ballot of those present for the old officers, who were unanimously re-elected.

A vote of thanks was extended to Mr. Kaill, of the U. P., for the interest taken by him in the welfare of the dealers and for his instructing U. P. agents to enforce the following letter:

To all agents in Kansas and Nebraska: The time has come when, in fairness to all concerned, we can't accept orders for grain cars unless dealers have the grain in sight which means that the grain for which the cars are ordered must be stored in the elevators, or in the buildings within the corporate limits of the shipping point. Under any other plan, we have no assurance that the cars will be promptly loaded.

There is a large crop to be moved and with such assistance from our grain shipping friends we hope to be able to handle our equipment so as to afford the necessary facilities and give prompt service which will be impossible if cars are delayed at the loading points.

E. DICKINSON.

Gen. Mgr., U. P. R.R., Omaha.

J. A. MUNROE,

Frt. Traf. Mgr., U. P. R. R., Omaha.

Chas. N. Woodell, Nickerson: In the southern part of the state there are men who make it a business to go around the country testing scales. There are four scales in our town, and no two of them weigh alike. I think it would be good for the association to have a scale inspector.

The resolution introduced by J. T. White, of Ada, was adopted as follows:

RESOLUTIONS.

Whereas, The grain dealers of Kansas have built and are the owners of a large number of elevators which are used exclusively for the storage of grain for shipment on the lines of railroads, and are storage houses for the use of the railroads as well as for the owners, and

Whereas, The railroad companies have to furnish storage room for all other kinds of business free of any cost to the shipper, and

Whereas, The law compelling the railroad companies to furnish all parties alike cars when ordered for the shipment of grain, and

Whereas, Many times when there is a large movement of grain and consequently a shortage of cars, grain accumulates in elevators and has to be held often at a loss, while track buyers and others having no capital invested are able to divide the car service to the detriment of legitimate dealers, therefore be it

Resolved, That the Board of Directors be instructed to correspond with the grain dealers associations of Nebraska, Iowa, Missouri and Oklahoma. They to co-operate with this association in asking the railroads of the various states to pay a reasonable rental for the use of elevators on their respective roads.

The resolution introduced by W. S. Washer, of Atchison, was adopted as follows:

Resolved, That Section 2 of Article 5, be made to read as follows: The dues of this association will be \$2.50 per quarter, paid in advance. Members who have more than one house shall pay in addition to the annual dues, an annual fee of fifty cents per month, for each additional elevator.

The resolution introduced by H. Work, of Ellsworth, was adopted as follows:

Resolved, That a committee of three be appointed by the president of this association, whose duty it shall be to revise, renew and add to our present constitution and by-laws, as in their judgment they may think best. Said committee to report at the next regular meeting of the association.

The resolutions introduced by N. B. Hieatt, of Willis, were adopted as follows:

Resolved, That the secretary be instructed to continue the local meetings whenever and wherever, in his judgment, the conditions may require them.

The resolution introduced by J. B. Wooster, of Home City, was adopted as follows:

Resolved, That the secretary be instructed to get all possible information in regard to the crop conditions and make full reports of same to members of the association as often as practicable.

The resolution introduced by H. Work was adopted as follows:

Resolved, That the members of the Kansas Grain Dealers Association refuse to do business with any receiver, commission man or miller that bids, irregular dealers, and will not accept the flimsy excuse, that he did not know he was an irregular dealer. It shall be the duty of the secretary of the association upon receiving proof of such bids having been made to notify each member of this association of this fact.

Resolved, That the thanks of this association be extended to the city of Topeka for her hearty reception of our members thru Mayor Tom Anderson. Also to Mr. T. L. Ewan of the Capital Elevator for his earnest efforts in securing Representative Hall for our meeting and to the other grain men of Topeka for their uniform courtesies.

There being no further business the meeting adjourned sine die.

CONVENTION NOTES.

There are no Smiths among the Kansas dealers.

The Topeka Club carried off the laurels this year.

Leaky cars give the best weights. S. B. Carter.

They say the scoop shovel man is scarce in Kansas.

J. T. White was declared the association's orator for the trip.

N. R. Hieatt is father of the Kansas Grain Dealers Association.

The Grain Dealers Journal was represented by J. Carver Strong.

Bewsher was going to be a public speaker, but it is all over now.

Smiley doubts whether there is a grain man who will plug a car of grain.

Two hundred left Topeka on the excursion to Galveston. Many took their wives.

F. P. Miller & Son, Chetona, Kan., distributed lead pencils bearing firm name as souvenirs.

The second day's session was held behind closed doors. All who entered presented credentials.

What constitutes a scalper? I think a man can be a regular elevator man and a scalper. N. B. Hieatt.

A. H. Bewsher, Omaha; E. A. Duff, Nebraska City; F. B. Fulton, Brookwater, were in attendance from Nebraska.

H. Work & Co., Ellsworth, Kas., distributed as souvenirs the firm's card, to which was neatly attached with a blue ribbon a small bottle containing choice milling wheat.

The National Hotel deserves great credit for the most excellent way in which its guests were entertained. All look forward to having the National Hotel for headquarters next year.

J. N. Heater represented the S. Howes Co., Silver Creek, N. Y.; J. C. Murphy, Webster Manufacturing Co., Chicago; Edw. Ordway, the Invincible Grain Cleaner Co.; J. R. Sterling, Priz & Rau Manufacturing Co.

F. H. Day represented H. L. Day, Minneapolis, Minn., manufacturers of Day's Dust Collectors and Dust Collecting Systems. A small model of the collector was shown, and its working explained to those interested.

The convention badge was very neat. It consisted of a red ribbon attached to pin bearing the word "Kansas." On badge was printed: "Third Annual Meeting Kansas Grain Dealers Association, Topeka, March 14 and 15, 1900." Above

this reading matter, and attached to a white ribbon was a pendant, with a reproduction of a sunflower. On the reverse was the great seal of Kansas.

The following Kansas City grain firms were represented: W. E. Croysdale & Sons, by D. L. Croysdale; B. C. Christopher & Co., by Stanley Christopher; Goffe, Lucas & Carkener, by P. F. Lucas; Hall & Robinson, by N. E. Carpenter; Holdridge & Logan, by F. P. Logan; Kemper Grain Co., by W. A. Hinchman and J. P. Voorhies; A. M. McDermott Commission Co., by S. S. Scothorn; Midland Elevator Co., by W. C. Miller; Chas. F. Orthwein's Sons, by S. V. Seymour; The H. L. Strong Grain Co., by A. R. Peirson.

The following members of the association were present: William Astle, Haven; S. M. Brown, Clyde; J. V. Burroughs, Plainville; A. Blaker, Pleasanton; Mr. Berry, Wichita; J. A. Boring, Osborn; J. R. Baker, Everest; E. Barrett, Wellington; L. Cortelyou, Muscotah; P. J. Cortelyou, Corning; S. B. Carter, Wellington; H. T. Crawford, Belleville; S. P. Cramer, Wellington; J. P. Cummings, Sabetha; R. W. Cornelison, Reserve; Wm. Cook, Narka; S. L. Carpenter, Severeance; Wm. L. Coleman, Overbrook; G. N. Consley, Kansas City; D. Daikers and Wm. Daikers, Marysville; H. J. Diefenbaugh, Washington; F. S. Diebold, Waukeeny; James T. Dale, Udall; B. S. Ebel, Hillsboro; A. C. Franz, Mound Ridge; G. F. Farley, Melvern; J. Fulcomer, Belleview; M. S. Graham, Missouri; R. B. Gibbs, Morill; John Griffith, Baileyville; F. F. Goening, Lehigh; O. A. Higgins, Stockton; Milton Hancock, Rydall; N. B. Hieatt, Willis; Geo. Hibbard, Summerfield; C. W. Hoyt, N. Topeka; Wm. Hedge, Whiting; L. H. Hammett, Schroger; A. M. Hungerford, Mohaska; E. Johnson, Everest; Alex. Knott, Belle Plain; V. C. King, Plainville; C. Knox, Belle Plain; H. J. Lane, Blue Rapids; J. F. Lukert, Sabetha; C. N. Lane, Cuba; F. P. Lint, Atchison; O. A. Lemon, Plainville; E. D. Morgan, Coffeyville; W. E. Murray, Frederick; F. P. Miller, Chetopa; A. E. McKinzie, Kansas City, Kas.; L. Noel, Glasco; F. P. Nash, Glen Elder; A. C. Plumb, Lyons; W. W. Price, Huron; A. B. Pennock, Concordia; F. J. Quinby, Council Grove; M. H. Roller, Circleville; A. P. Reardon, McLouth; A. T. Rodgers, Beloit; G. C. Robbins, Mt. Hope; E. J. Smiley, Concordia; G. F. Sanford, B. G. Scriven, Lucas; R. M. Stewart, Reserve; E. E. Sheldon, Narka; A. C. Sherman, Topeka; H. M. Spaulding, Concordia; A. F. Sherman, Topeka; Charles M. Swan, Leavenworth; L. N. Tweedy, Rydal; N. J. Thorstenburg, Lindsberg; Frank Thoman, Summerfield; J. J. Van Boskirk, Frederick; W. S. Washer, Atchison; T. M. Work and H. Work, Ellsworth; W. S. Williams, Ottawa; A. Wangerein, Varney; C. W. Wilds, Belleville; E. W. Wright, Lyons; J. T. White, Ada; Chas. N. Woodell, Nickerson; J. B. Wooster, Home City; M. Worthy, Wetmore; L. B. Young, Hutchison; I. M. Yost.

It was the wish of the late Mr. Moody that his biography should be written by his son. W. R. Moody, who has in his possession all of his father's papers, and is preparing a very complete life of the great preacher, has consented to write especially for the Saturday Evening Post a series of anecdotal papers on his father's life and work, profusely illustrated with hitherto unpublished photographs.

GRAIN TRADE NEWS.

CANADA.

The town of Fort William Ont., has granted a free site for the grain elevator to be built by W. W. Ogilvie's estate.

The mayor of Montreal suggests that an ice crusher be procured to keep the St. Lawrence River open to navigation between that city and Quebec.

The Dominion elevator commission has made its report to the government. A bill is to be introduced to carry out the recommendations of the commission.

The Grand Trunk and the Canadian Pacific have agreed on freight rates effective May 1. In its circular to the various Boards of Trade of the Dominion the Grand Trunk says: On oats for export via Montreal, where the export rate is 10 cents per 100 pounds or over, we will make an additional charge of 2 cents per 100 pounds, for terminals to include elevation, 20 days storage or part thereof, and floating in Montreal harbor. Where the rate is less than 10 cents per 100 pounds (in the case of oats from G. T. R. stations only), we will make an additional charge of 3 cents per 100 pounds of terminals, to include elevation, 20 days storage or part thereof, and floating in Montreal harbor. The oats will be billed at the domestic rate, and reduced to the export rate on proof of exportation. On export grain (other than oats) a rate of seven-eighths of one cent per bushel will be made, which will include elevation, 20 days' storage or part thereof, but the latter will not include any portion of the cost of floating or lighterage. On export oats going to the elevator on and after March 10, we will make the foregoing arrangement include the additional storage from March 12 to May 1. The arrangement above mentioned will not apply on grain coming from connecting lines where our proportion is less than 10 cents per 100 pounds.

CHICAGO.

Grain shipments from Chicago by lake this season it is anticipated will be large.

The city council has voted to lower the tunnels to improve the navigation of the river.

John C. Ryan, an old member of the Board of Trade, died March 16. He was 73 years of age.

E. J. Noble, chief grain inspector at Chicago, recently visited President McKinley at Washington.

Fayette L. Simons, at one time active on the Board of Trade, died recently at Los Angeles, Cal., aged 71 years.

Samuel Skeem, for many years connected with the grain inspection department at Chicago, died March 18, aged 72 years.

B. Frank Howard, of Howard, Bartels & Co., publishers of the Daily Trade Bulletin, is making a vacation tour of the Pacific Coast.

Shipments of grain, flour and provisions from Chicago east during the week ending March 19 were 150,519 tons; against 141,683 tons a year ago.

Charles J. Searles of St. Louis has brought suit against John S. Level, who formerly

operated a bucket shop at Chicago, to recover \$10,500 lost in grain speculation.

Many old members of the Board of Trade are transferring their membership at the prevailing high prices. Over 60 membership have been posted for transfer.

By vote of March 12 the Board of Trade adopted the new commission rule and the new rule limiting future contracts in grain to the second month next following. The amendments to the membership rule were defeated.

Armour & Co. have been incorporated by J. Ogden Armour, P. Anderson Valentine and Louis C. Krauthoff. The capital stock is \$20,000,000; and the fees for incorporation were \$20,045. The grain business of the Armour Elevator Co. and the Milwaukee Elevator Co. is separate.

The largest car of oats ever received at Chicago was unloaded March 19 at the Santa Fe Elevator. The official weight given by H. A. Foss, Board of Trade weighmaster, was 100,239 pounds. The car was A. T. & S. F. No. 7,356, and came in over the Santa Fe consigned to the Richardson Co.

Among the many recent additions to the membership of the Chicago Board of Trade are the following well known men: Charles M. Harrington of Minneapolis, William Beech of Winnipeg, Nathan Gerson of San Francisco, Nathaniel Moffitt of St. Louis, George Spencer of Duluth, Leo Rappaport of New York, and H. A. Parr of Baltimore.

The large Hess Pneumatic Grain Drier at the Iowa Elevator, the second erected for the Railway Terminal Elevator Co., is complete, and will be placed in operation at once. This machine is a model in all respects, perfect in all its details, and may be operated without turning a wheel in the main elevator. The Hess Drier has been officially approved by the underwriters association.

The rule proposed by the committee of small shippers that members of the Board of Trade violating the interstate commerce law should be expelled or suspended has been amended by the committee on revision with a proviso that the member offending shall first be convicted by the interstate commission. As the interstate commission seldom obtains a conviction, the change makes the rule practically a dead letter.

ILLINOIS.

Thomas Patterson, of Lenore, Ill., is dead.

Deer Grove, Ill., is to have an elevator costing \$12,000.

Jacob Mathis is building a grain elevator at Deer Creek, Ill.

Farmers contemplate building an elevator at La Fayette, Ill.

H. C. Peek & Co., of Oregon, Ill., have arranged to build an elevator.

Arza Hawthorne has retired from the grain business at Cooksville, Ill.

Charles F. Guffin, of Compton, has bought the elevator at West Brooklyn, Ill.

The Farmers Elevator at Goodrich, Ill., has been purchased by C. H. Risser.

Adeline, Ill., is the second largest grain shipping station between Chicago and Savanna.

A. G. Brewster has received the plans for his new elevator, to be built at Port Byron, Ill.

A. B. Puterbaugh, of Milledgeville, Ill., handled 170,000 bushels of grain recently in 39 days.

Howrey & Cuppy have succeeded Howrey & Parks, and are the only dealers at Kemp, Ill.

M. R. Thayer, Buffalo, Ill., March 20: Very cold here to-day. Wheat all right, tho, I think.

The elevator at Thomson, Ill., has been purchased by the Neola Elevator Co., of Chicago.

J. P. Burhenn, of Dixon, Ill., has equipped his elevator with a gasoline engine and feed mill.

The Fancy Prairie Grain & Coal Co. has been formed at Fancy Prairie, Ill., with \$5,000 capital stock.

Sherman W. Poppleton, of Sherrard, Poppleton, & Co., grain dealers at Geneseo, Ill., is recovering from a three weeks' illness.

H. H. Clevidence's elevator at Mount Morris, Ill., burst March 12, but fortunately little grain was spilled.

Page Lower has engaged in the grain business at Minier, Ill., where he will occupy the office and elevator of the late Jack Lower.

T. Bowen, manager of the elevator at Harper, Ill., during February checked out \$15,000. Fifty cars of grain and stock were shipped.

W. D. Hoggard has resigned his position with Bartlett, Kuhn & Co., at Cadwell, Ill., to buy grain for Davis Bros., at Williamsburg, Ill.

J. T. Davidson has taken charge of the elevator at Champaign, Ill., which was recently purchased by the Cleveland Grain Co., of J. C. Collins.

The elevator at Normal, Ill., which has stood idle for a year, has been purchased and placed in operation by J. W. Evans and J. F. Smith.

Grain dealers of Tazewell and Woodford counties held a meeting at Peoria, Ill., March 15, to organize an association. Erastus Roberts was elected president.

F. N. Rood, manager La Rose Grain Co., La Rose, Ill., intends spending two months this summer with his wife visiting England, Germany, Switzerland and France, taking in the Paris Exposition while away.

Hargreaves Bros., of Manhattan, Ill., have purchased the elevator of R. J. Riley at Symerton, Ill., and will operate three elevators, one of them being situated at Ritchie, Ill. A telephone line will be set up between the three houses.

Thomas Ogden, of Rantoul, a young man of pleasing address and good business qualifications, has purchased the elevator at Chesterville, Ill., of Frank Clisby. Mr. Ogden will remove his family to his new location. The consideration was \$5,000.

The La Rose Grain Co., La Rose, Ill., is erecting a private telephone line from Minonk to La Rose, connecting its offices at the two points. The company will also run a line from La Rose to Washburn giving direct communication with its interests there.

Howrey & Cuppy, Kemp, Ill., March 21: Trade is good, roads fair and the weather fine. The local grain dealers association is a good move. It keeps the grain man from knifing his competitor; it gives all a reasonable profit and some

pleasure in doing business. We could not do business without the Grain Dealers Journal. It keeps us posted on the grain news.

W. W. Sale's elevator at Holton, Ill., burst lately, letting out several hundred bushels of corn on the ground. He had cars set in at once and shipped the corn right out and then had his elevator repaired promptly, so that he was ready for business in a day or two afterwards.

INDIANA.

An elevator is to be built at Otterbein, Ind., by a party from Oxford.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

Fred P. Rush of Indianapolis, Ind., has been 44 years in the grain business, and in this time has sold 100,000,000 bushels of wheat.

John Layne has closed his elevator at Cherry Grove, Ind., for the season. He will erect an addition and put in new and more powerful machinery.

E. T. Lane, cashier of the Lebanon National Bank, has purchased the elevator at Lebanon, Ind., of Miller & Sons for \$4,000, and will take possession April 1.

David H. Maxwell informs us that he has sold his elevator at Woodville to A. B. Cohee & Co., and will remove to New Waverly, Ind., and at once build a new elevator.

W. H. Bassett of Clark's Hill has purchased elevators at Kirklint and Lebanon, Ind., and will make his home at the latter place. He has sold his merchandise stock at Clark's Hill.

John Bechtel has purchased the property of the Wakarusa Milling & Elevator Co., Wakarusa, Ind., for \$3,200 at assignee's sale. The elevator and mill will be placed in operation.

Fire at North Liberty, Ind., March 20, destroyed the elevator of Hagey, Moore & Co., with several thousand bushels of wheat and corn. Loss, \$10,000. The insurance policies had just expired.

Bretz & Wulfman, grain dealers at Huntingburg, Ind., on March 3 received a shipment of 75 bushels of clover seed from a dealer at Tell City. Examination disclosed a mixture of sand. The separator took out two pounds of river sand to each two-bushel bag.

Some farmers in Indiana are laboring under the mistaken impression that the bushel of corn is declared by law to be 70 pounds. It is not. After Dec. 1, each year, the bushel is 68 pounds, by law. Dealers who buy by the pound need give themselves no concern.

S. K. Randall of Avilla, Ind., writes: Strauss, Ackerman & Co., of Albion, took charge of the elevator at this place March 4. They leased from the B. & O. R. R. for one year. A grist mill on the C. R. & I. R. R. is talked of. The B. & O. people will probably move their elevator, as they are building a new line, 9 miles long, to lower the grade.

Bennett Taylor's large elevator at South Raub, Ind., was burned at midnight, March 13, with 6,500 bushels of corn and oats. Loss on building and equipment, \$3,000; insurance, \$2,400; loss on grain, \$2,500; insurance, \$3,500. The elevator was located on the Monon, 10 miles south of La Fayette and was recently purchased of Edward Raub by Mr. Taylor, who has been doing an excellent business. The fire is believed to have started in a dust pile in the engine room.

S. K. Randall, Avilla, Ind., March 12: The wheat has been damaged a great deal; can not say what per cent as it is covered with snow at this time. The wheat was frozen while the ground was bare. I examined wheat Feb. 27 and found it all dead. The present snow fell Feb. 28, and if it remains on the ground, may save some wheat, as there were a few green spots. Our wheat crop was almost a failure last season.

IOWA.

P. H. Goslin is a new dealer at Clarion, Ia.

William Knox, of Ralston, Ia., is a scalper.

J. F. Reid, Carson: We are shipping all corn to feeders in Eastern Iowa and Missouri.

C. Byers is no longer a grain dealer at Adel, Ia.

H. E. Swope is in the grain business at Marathon, Ia.

T. J. Young, Macedonia: Feeders are taking all the corn.

Thomas Williamson has sold his elevator at Algona, Ia.

A. J. Leake, formerly of Rippey, is now at Manning, Ia.

J. W. Brackett is not in the grain business at Marshalltown, Ia.

L. W. Butler and H. L. Kimball have removed from Algona, Ia.

D. J. Eberhart is employed at Newton, Ia., by Counselman & Co.

C. M. Boynton, Creston: Nothing doing, feeders taking everything.

At Gray, Ia., an elevator is being built by the Transmississippi Grain Co.

Fremont Butler is no longer in the grain business at Mitchellville, Ia.

Dudley & Johnson have retired from the grain business at Hubbard, Ia.

The scoopmen at Vincent, Ia., are Butler & Hanley and J. B. Schmoke.

F. C. Nichols, of Beaman, Ia., has leased the elevator of B. B. Thomas.

H. L. McCombs has succeeded S. F. Lewis, grain dealer at De Soto, Ia.

A 20,000-bushel elevator will be built on the C. M. & St. P. at Storm Lake, Ia. Fields & Gates, on the Rock Island at Ladora, Ia., have succeeded Whitlock & Fields.

Burkey & Stuckey, grain dealers at State Center, Ia., have put in a flour exchange.

W. E. Mereness, Jr., Thrall, Ia.: I am well pleased with the Grain Dealers Journal.

A. J. Marsh of Shenandoah has just completed a 3,000-bushel dump house at Bingham.

Albert Imholt, of Vancleve, Ia., has bot the elevator of A. Klesspies, at Haverhill, Ia.

W. S. Leake, formerly residing at Angus, Ia., is now in the grain business at Halbur, Ia.

Fred Faulkner, traveling representative of W. R. Mumford Co., now has control of Iowa, southern Minnesota and south-east Dakota.

H. H. Smith, of Paton, Ia., is considering the feasibility of building an elevator at Palmer, Ia.

H. P. Jensen has sold his elevator at Dysart, Ia., to O. Casey, who will take possession May 1.

Johnson & Swenson will put in an 8-h. p. Raymond gasoline engine at their elevator at Roland, Ia.

Gurnett & Donaghu have purchased the elevator at Barnum, Ia., and M. D. Gurnett will have charge.

Winkel & Co. have bot the grain business of Joseph Dunwoodie on the Northwestern at Irvington, Ia.

T. D. Lincoln of Brooks, Ia., will build an elevator if spring prospects are encouraging for a good crop.

W. E. Mereness, Jr., of Des Moines, will manage the elevator at Thrall, Ia., for the Northern Grain Co.

The new elevator of the Nye & Schneider Co., at Weed, Ia., is equipped with the Hall Grain Distributor.

The Kinsella Grain Co., of Colon, Neb., has bot the elevator property of James Cook & Son at Blencoe, Ia.

The Neola Elevator Co., of Chicago, has bot the business of the Parnell Grain & Lumber Co., at Parnell, Ia.

George Messelheiser, of Hampton, has purchased the grain and implement at Alexander, Ia., of G. H. Northey.

The Marfield Elevator Co., of Winona, Minn., has succeeded L. T. Aldinger at Sutherland, Ia., on the Northwestern.

Charles Quinn, of Waverley, Ia., has purchased the Merchants Elevator at Melrose, Ia., of H. J. Haskamp for \$1,500.

William Rathje and Conrad Brick have formed a partnership in the grain and implement business at Grand Mound, Ia.

W. H. Harbor manages the business of C. E. Irwin & Co., who operate a 20,000-bushel steam engine at Henderson, Ia.

B. C. Ragan formerly located at Exeter, Neb., has bot the North elevator at Eliott, Ia., from Mr. Forsythe of Griswold.

J. D. Dennis, who recently purchased the Johnson mill property at Princeton, Ia., will convert the mill into an elevator.

R. F. Lintleman, on the Northwestern at Auburn, Ia., has been succeeded by the Marfield Elevator Co., of Winona, Minn.

Hennings & Hagge, the well known dealers of Ogden, Ia., also operate an elevator at Beaver, Ia., on the Northwestern.

W. H. Peiffer has bot John West & Co.'s elevator at Melbourne, Ia. This plant formerly was operated by E. L. Poffenberger.

The Amana Society, of South Amana, Ia., is clearing the site of the elevator which was burned last fall, preparatory to rebuilding.

The Farmers Co-operative Association, which conducts an elevator at Rockwell, Ia., has recently declared a dividend of \$13 per share.

The Marfield Elevator Co., of Winona, Minn., has purchased the grain business of Lee & Goodrich at Linn Grove, Ia., on the C. M. & St. P.

James Harper & Co. have leased the elevator at Manson, Ia., recently bot of Braginton & Son by H. H. Lohnes. John Hock will have charge.

The Northwestern Iowa Grain Co., of Mason City, Ia., has just opened its elevator at McIntire, Ia., with A. H. Fesemeyer as local manager.

W. C. Bayles, Mt. Pleasant: All corn grown in our district during last five years has been fed also thousands of bushels which have been shipped in.

J. H. Spinharney, of Spinharney & Snyder, has sold his interest in the elevator at Cleghorn, Ia., to his partner, and is looking for a new location.

Edward Nutter, of Pukwana, S. D., has purchased an elevator at Carroll, Ia., and will take possession April 1. He will remove his family to the new location.

John H. Downing, Huntley, Minn., writes: I sold my elevator in Kenwood, Ia., to E. C. Fletcher, of Kinbrae, Minn., and he in turn sold to Mr. Fitzpatrick, of the same place. I sold thru L. P. Rob-

erts, who travels for W. P. Devereaux & Co., of Minneapolis. The Blue Earth valley, in which Huntley is located, is called the garden spot of Minnesota.

W. F. Johnston, Fontanelle: Corn is pretty well out of our part of the country. We have shipped considerable corn to southeast Iowa and Missouri feeders.

The Davenport Elevator Co. operates 25 elevators in Northwestern Iowa, Minnesota and North Dakota. At Cazenovia, Minn., the company has a round elevator.

The tracks at Traer, Ia., are being moved so that the H. C. Pierce elevator and the H. P. Jensen elevator must be moved. Mr. Jensen will probably build a new elevator.

Fire at Belle Plaine, Ia., March 16, destroyed the elevator of G. C. Fanton, with a quantity of corn, oats and wheat, and \$3,000 worth of rye and clover seed. Insurance, \$3,400.

Wilson Hinkley will remove from Rock Valley to a point on the Des Moines and Spencer branch of the Milwaukee road, where he will take charge of an elevator for Wilson & DeWoli.

O. T. Hulburt of Osceola, Ia., who recently traveled by daylight as far west as Indianola, Neb., reports that the cribs along the C. B. & Q. are practically empty. Not to exceed 10 per cent of the cribs contain corn.

The traveling representative of Bushman & Cave, St. Louis, Mo., is reported to be soliciting shipments from farmers, scoop men and everybody in southwestern Iowa. They also wud like shipments from regular dealers, but it is needless to say they will not get them.

W. J. Davenport, assistant freight and Passenger agent of the C. B. & Q. R. R., Iowa Division, says "that the grain in store at Iowa stations on the Q proper March 15 included only 1,024,000 bushels of corn, 543,000 oats, 22,000 wheat and 7,000 rye. Generally the cribs contain five to eight times as much corn.

Secretary E. L. McClurkin, of Morning Sun, writes us: Our association held its annual meeting at Oskaloosa on March 20. We had a good attendance and a meeting of more than ordinary interest, and one that will no doubt prove profitable to all present. All our members reported that everything was in the finest condition and everything working for the welfare of the members in a manner never before experienced by them. We are having no friction, no contention or trouble among the dealers. They are paying right up to the living profit line and doing better than ever before. The old officers were elected by acclamation for another year, and excuses were of no avail; but, as one member expressed it, they must take the bitter with the sweet. They are J. A. Carden, president; J. A. Baxter, vice-president; and E. L. McClurkin, secretary and treasurer. The Governing committee is as follows: J. A. Carden, Winfield; J. A. Baxter, Mount Union; E. A. Miller, Packwood; H. B. Davison, Wapello; El. McClurkin, Morning Sun.

KANSAS.

A scoop man is still doing business at Huron, Kas.

A. H. Calvert will build an elevator at Muscotah, Kan.

The new elevator at Mayetta, Kan., is well under way.

The prospect for crops is good, we have plenty of moisture.—O. A. Higgins. Stockton, Kas.

Baker Bros. of Everest, Kas., are building a new elevator.

J. F. Lukert of Sabetha, Kas., will repair and overhaul his elevator.

The National Mill & Elevator Co. of Parsons, Kas., has sold its plant.

The Greenleaf-Baker Co., of Atchison, Kas., will build two new elevators, one at Biglow and one at Day.

The office of E. J. Smiley, secretary of the Kansas Grain Dealers Association, will be located in Topeka after April 1.

Fire March 10 at Hays City, Kan., destroyed the grain elevator of Mr. Cox, with several thousand bushels of wheat. Loss, \$9,000; insurance, \$4,500.

MARYLAND.

A. A. Kuhl, of Baltimore, representing G. A. Hax & Co., was in Chicago recently and visited friends in the trade.

A large grain elevator is to be built at Halfway, Md., by the Cumberland Valley Railway Co.

MICHIGAN.

Smith & Bricker have rented Dodge's elevator at Avoca, Mich.

An elevator is to be built at Leslie, Mich., by McLaughlin & Ward.

G. Cook & Co. have opened their new grain and feed store at Holland, Mich.

Crawford & Hopkins have taken possession of the elevator at Breckenridge, Mich.

P. C. Thomas, grain dealer at Breckenridge, Mich., has bot the hardware business at that place.

Whorton & Co. have succeeded Whorton & Holdon, dealers in grain and implements at Algonac, Mich.

J. H. Walsh has sold a half interest in the elevator at Grand Ledge, Mich., which he recently purchased of Burtch & Co., to William F. Davis, and the new firm is Walsh & Davis.

A grain trimmer at the Pere Marquette Elevator, Ludington, Mich., narrowly escaped death March 10. As the marine leg was lowered into the oats cargo of steamer No. 5, he jumped into the hold, shovel in hand; but the suction was so great that he was unable to keep on top, and sank from view. After 5 minutes hard work the crew rescued him in an unconscious condition. The only injury he sustained was a broken ankle.

MINNESOTA.

E. S. Woodworth, of Minneapolis, has returned from Florida.

Memberships on the Duluth Board of Trade sold March 16 at \$130.

R. A. Grams has retired from the grain business at Hutchinson, Minn.

S. H. Jones, of Duluth, Minn., has returned from his eastern pleasure trip.

The D. Rothschild Grain Co. is building a 25,000-bushel elevator at Reading, Minn.

The elevators at Butterfield, Minn., are equipped with the Hall Grain Distributor.

Joseph Mackay will have charge of the Devereaux Elevator at Wilmont, Minn.

H. E. Diemer, grain dealer at Hitterdal, Minn., has shipped in some fine seed wheat.

Stebbins & Co., grain commission merchants at Winona, Minn., have dissolved partnership.

The Great Western Elevator Co. will soon begin work on an elevator at Dunell, Minn.

The Duluth Elevator Co. has sold two cars of blue stem seed wheat at 10 cents over list price, to farmers at Hendrum, Minn.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

Eli Harris & Co., grain dealers at Duluth, Minn., have been incorporated with \$10,000 capital stock.

John R. Taylor, of Lake Benton, Minn., has the contract to build three elevators on the Northwestern Railway.

The Peavey Elevator, at Blue Earth, Minn., has been closed on account of farmers' deliveries being small.

The Peavey Elevator Co. will remodel its building at Wheeler, Minn., putting in a modern dump and gasoline engine.

The Davenport Elevator Co. has just completed a 25,000-bushel elevator at Wilmont, Minn. C. W. Davis will be in charge.

An elevator and mill are to be built at Morris, Minn., by A. D. Goodman, of Waseca, and James A. Quirk, of Minneapolis.

J. H. James will remove his family from Rushmore to Worthington, Minn., where he has taken charge of H. N. Douglass' elevator.

E. Blankenburg has resigned the management of Bingham Bros.' elevator at Springfield, Minn., to engage in the mercantile business.

Jacob Jacobson, for many years employed at the elevator of D. L. Thompson, Hastings, Minn., has been compelled to resign his position on account of ill health.

F. X. Wenck, of Richmond, Minn., is buying wheat in connection with his general merchandise business, and has engaged P. P. Ruegamer as buyer at the elevator.

Depue Bros., grain dealers at Holloway, Minn., have been incorporated with \$40,000 capital stock, by E. L. Depue, of Olivia, L. M. Depue and E. Dennstedt, both of Holloway.

W. M. Finley, who is buying grain at Wilmont, Minn., for Montgomery Bros., has his new residence nearly completed and soon will remove his family from Adrian to the new town.

The Wykoff Grain Co., of Wykoff, Minn., has bot the Ness Elevator at Preston, with a view to converting it into a cleaning and transfer house, if the railroad will grant the privilege.

The Peavey Terminal Elevator Co., Duluth, Minn., has received a permit to build a storage warehouse costing \$150,000 in connection with its large elevator. The bins are to be built of cement.

The Pfeffer Elevator Co., of Blue Earth, Minn., offers to pay express charges on samples of wheat sent to the state inspector by farmer patrons who may desire to satisfy themselves as to the grade.

The six elevators at Lamberton, Minn., are having a fight, prices ranging from 54 to 58 cents. Unreasonable competition may be the life of trade, but it often brings financial ruin to the competitors.

A mechanic's lien on the grain elevator, dock and engine house of the United States Flour Milling Co., at Duluth, Minn., has been filed by the Barnett & Record Co., to secure a claim for \$58,459.

W. P. Devereaux & Co. have just completed a 25,000-bushel elevator at Wilmont, Minn. Elevators will be erected also by Montgomery Bros., of Montgomery, and H. N. Douglas, of Worthington, Minn.

The Finch-Parker Grain Co. has been incorporated at Tracy, Minn., to deal in grain on commission. Capital stock, \$50,000; incorporators, N. Finch, W. F. Parker, Ella M. Finch, A. V. Parker, F. S. Brown, all of Tracy.

A. L. Searle, of the Peavey Elevator Co., states that the company has let contracts for the construction of a 3,750,000-bushel elevator at Duluth, Minn., the material to be concrete. C. F. Haglin, of Minneapolis, has the contract.

OUR MINNEAPOLIS LETTER.

The market here has been, as was predicted the first of the year by the "bears," a sagging market, for the past three months, and there is no sign of its lightening up yet. It is estimated that the receipts for the current month will be very small. Some say that the decrease will be 7,000,000 bushels. So far the car receipts have been 600 short of the receipts for the same time last year. The car receipts for the month of February were 1,028 smaller than for February of '99.

The rumored extensions, said to be in course of construction by the "Soo" and Chicago, Rock Island & Pacific R. R., are encouraging to the elevator men, as it is thought that quite a number of the small country towns will build elevators.

The Minneapolis & Northern Elevator Co. is beginning work on its elevator at Penn, N. D., which was burned down last fall. The new elevator will be completed by about April 1, if not sooner, and will be of 30,000 bushels capacity.

Turner & Brenner are making some slight improvements on their line of elevators, and are also opening lumber yards at two of their towns. The yards, one at Grogan, and one at Hadley, Minn., are to be well stocked.

W. P. Devereaux & Co. have completed about \$4,000 worth of improvements on their line, and will make more after April 1.

E. A. Brown & Co. intend to build several small elevators in the southwestern part of the state this summer, work to commence on them about July 1.

The De Smet Roller Mill, at De Smet, S. D., which was burned down a short time ago, is to be rebuilt at once.

The Imperial Elevator Co. has been doing quite a little building this spring, and is contemplating quite a bit more. The company has recently completed five 40,000-bushel elevators, located at Backoo, Colgate and Knox, N. D., and Hendrum and Grenier, Minn. The company will shortly begin work on three more elevators of the same size at Donaldson, Minn., and at Perth and Granville, N. D. The company has also purchased the Stewart Elevator at Omamee, N. D., where it is to be put in a lumber yard, and the Barrett Elevator, at Hutchinson, Minn. The company has put in lumber yards at Granville, N. D., and Hallock, Minn., and has purchased the Charbino Yard at Rolla, N. D. Gasoline has been substituted for steam as the motive power at Edinburgh, and new gasoline engines have been put in at Bottineau, N. D., and Tintah, Minn.

H. Seipman, a grain importer of Paris, France, was a visitor at the Chamber of Commerce this week.

Charles F. Fairfield, Hans Braun, T. F. Green, and I. G. Andrews were elected members of the Chamber of Commerce last week.

MISSOURI.

Kansas City received a car of corn recently weighing 93,940 pounds.

The grain men of Kansas City are talking of placing a boycott on railroads that discriminate against that city.

James O. Goodell, grain speculator on the St. Louis Merchants Exchange, has disappeared. He was making money.

Thomas W. Booth, of J. W. Booth & Sons Commission Co., St. Louis, Mo., died March 2 of pneumonia, after two days illness.

W. H. Gooding, state grain inspector of Missouri, says that the heavy snows have been of immense advantage in protecting the early wheat and looks for an immense crop this season.

A committee of the St. Louis Merchants Exchange has recommended that No. 2 regular wheat must weigh 59 pounds. The city council will be asked to pass an ordinance establishing a weighing system.

The Luehrmann Bros. Hay & Grain Co. has been incorporated at St. Louis, Mo., with \$10,000 capital stock by August F. W. Luehrmann, William H. Luehrmann, George Luehrmann and Edward Luehrmann.

The Mississippi Valley Elevator & Grain Co. has been incorporated at St. Louis, Mo., to operate the Farmers Elevator. The capital stock is \$352,000. The new organization is composed of the bondholders of the old Farmers Elevator Co.

NEBRASKA.

Grain trade news items are always welcome.

A grain elevator and mill are to be built at Wausa, Neb.

B. L. Castor and others have purchased the elevator and mill of Prokop Bros., at Wilber, Neb.

Work on the elevator at Red Cloud, Neb., the foundation for which has been laid for several months, has been resumed by the Duff Grain Co.

The Urdike Grain Co., at El Dorado, Neb., has recently built an elevator which is equipped with the Hall Distributor and other modern devices.

Mellick & Payne of Elgin, Neb., have sold their new elevator and cribs to the Torpin Grain Co., of Oakdale, Neb., consideration about \$9,000.

O. G. Higbee, manager for the Urdike Grain Co., at Cordova, Neb., who is short in his accounts, after a preliminary hearing has been bound over for appearance at the district court.

Joseph Wicks, manager of the grain elevator at Falls City, for P. S. Heacock of Preston, Neb., on March 14 was found dead in the driveway. He had taken an overdose of some drug. Suicide is suspected.

The annual meeting of the Nebraska Grain Dealers Association will be held in Moran's Dancing Academy April 11 at 10 a. m. and 2 p. m. A special rate has been made for the meeting. Scoop men who have not danced before, will dance there.

NEW ENGLAND.

Albert Webb, who was for many years in the grain and flour business at Portland, Me., died recently at Windham center, aged 71 years.

Edward P. Merrill, grain broker, Portland, Me., writes: At the moment there

J. S. L. is not much sale for oats. Spot stuff, both

corn and mill feed, a little scarce. Some of the stuff now en route has been delayed on account of the severe snow storms. Some indication of a railroad war.

NEW YORK.

New York Produce Exchange memberships have advanced to \$250.

The New York Produce Exchange will improve its cable news service.

Stephen M. Ratcliffe, Sr., of Buffalo, died recently at the advanced age of 80 years.

John McIntyre, grain commission merchant on the New York Produce Exchange, is dead.

The establishment of a new commission rule is being considered by the New York Produce Exchange.

Suit to foreclose a mortgage of \$250,000 has been brought against the Eastern Elevating Co., of Buffalo, N. Y., by a New York trust company.

The limiting of future trades to the second month next following is not favored by many members of the New York Produce Exchange.

Mark H. Thompson & Co., dealers in grain and feed at New York City, have made an assignment to A. M. Sanders. Assets and liabilities, \$8,000.

William I. Preston, grain commission merchant on the New York Produce Exchange, died recently aged 72 years. At one time he was a partner of H. D. Walbridge & Co.

John D. Shanahan has been reappointed chief grain inspector of the Buffalo Merchants Exchange. The chairman of the grain committee is O. C. Spann; of the inspection committee, S. M. Ratcliffe, and of the transportation committee, S. W. Yantis.

The Lake Carriers Association and the Grain Shovelers Union have agreed on Thomas W. Kennedy as superintendent at Buffalo. His salary will be paid by the carriers. There are to be no saloons, no middlemen, no contractors, and the men are to be paid direct. The men will receive \$2 per 1,000.

NORTHWEST.

Huffman & Son are building an elevator at Sioux Falls, S. D.

The Monarch Elevator at Dazey, N. D., with 7,000 bushels of grain recently was burned.

McCarthy Bros., of Duluth, Minn., have purchased the elevator of Page Bros., at Hamilton, N. D.

Mr. Allen, of Flandreau, who operates an elevator at Coleman, is looking for a location on which to build an elevator.

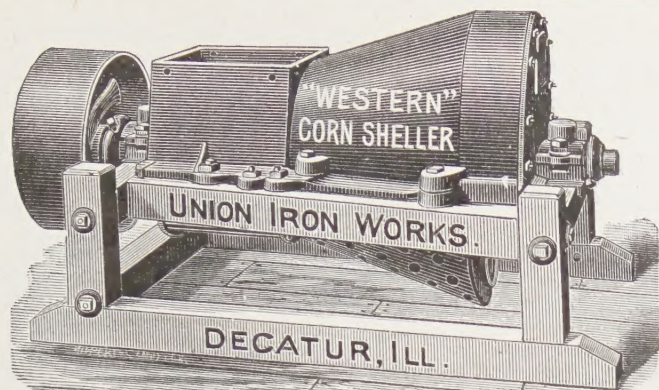
The grain warehouse and mill of E. A. Morrison, at De Smet, S. D., were burned March 5. Loss, \$25,000; partly insured.

The Farmers Co-operative Elevator Co. has been incorporated at Hurley, S. D., to build a grain elevator. Capital stock, \$10,000.

The Monarch Elevator at Cooperstown, N. D., has been closed for the season. H. O. Lebo, agent, has removed to his home at Lisbon.

The burned elevators at Trent, S. D., will be rebuilt at once. Both were well insured. The Hyde Elevator Co. lost \$4,700, and H. Hendrickson \$1,600.

John Beswick, agent at Sioux Falls, S. D., for Hubbard & Palmer, of Mankato, Minn., was in Chicago last week. Mr. Beswick says the cleaning machinery has been thrown out of most country eleva-



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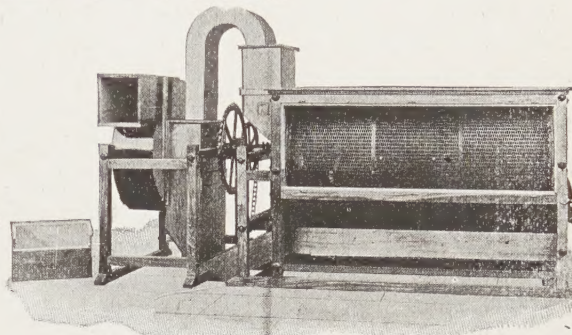
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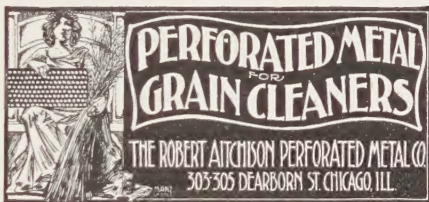
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MILWAUKEE BAG CO.

MILWAUKEE,
WIS.

tors in his vicinity, as grain inspectors and sells at Minneapolis just as well without as with cleaning. They seem to overlook freight on dirt.

The firm Atwood & Snyder has been formed at Erwin, S. D., by George T. Snyder buying a half interest in the elevator of Herman Atwood for \$1,600.

The Oldham Grain Co. has been incorporated at Oldham, S. D. Capital stock, \$50,000; incorporators, J. I. Leonard, T. R. Yoder, C. A. Ratleff, G. A. Sweet and W. S. Shaw.

The National Elevator Co., of Minneapolis, Minn., has purchased the elevators of James Bell, at Minto and Herriot's Siding, N. D. The price is \$10,000, and possession will be given Aug. 1, 1900.

Barley growers in Montana are disgusted with the market. A few years ago their grain commanded a premium of several cents a bushel owing to its superior quality. Now they allege that the eastern barley buyers have combined to compel growers to take a low price.

OHIO.

Fred Henne, of Greenville, O., is dead. Orr's linseed oil mill at Piqua, O., has been burned.

McCully & Miller have engaged in the grain business at Carrollton, O.

S. S. Earhart, of Burkettsville, O., this season will put in some machinery.

Dull Bros., millers, of Celina, O., have bot the Guy Elevator at that place.

H. H. Hollingsworth, of Kingman, O., will put in hopper scales at his elevator.

Geo. M. Shaffer, Mount Liberty, O., March 12: The wheat crop is looking bad.

Fire at Tiffin, O., March 5, destroyed the grain warehouse occupied by Lauer Bros.

D. E. Maxwell, Kirby, O., is considering whether to build an elevator this year or next.

M. R. Gorrell, proprietor of the elevator at Luckey, O., has engaged a man to take charge.

The elevator at McComb, O., has reverted to R. A. Shepard, who will resume the grain business.

A site has been secured for the grain elevator which Royce & Coon are to build at Cygnet, O.

S. S. Earhart, Burkettsville, O., March 15: Wheat will not make over 40 per cent of a crop this season.

H. J. Kneisley, of Carroll, O., informs us that he has sold his elevator and is undecided as to his future plans.

W. H. Hodge, grain dealer at Catawba, O., is now a member of the Farmers Elevator Co., of Mechanicsburg, O.

W. A. Bazole of Woodlyn and Thomas W. Brown have bot the elevator and mill of William Foresman at Circleville, O.

J. C. Spahr, of Claire, O., will improve his elevator at McKay's Station by putting in some new machinery and scales.

The Cecil Grain & Lumber Co., of Cecil, informs us that the People's Elevator Co. has been formed at Antwerp, O., and will build a model elevator at once.

The safe in Ford & Co.'s elevator and coal office at Belleville, O., was blown open recently by burglars. No money was found, as the funds had been banked.

Thomas Carr, Antwerp, O., March 12: We have some snow on the ground, but the wheat plant has been hurt some by freezing. While the tops are dead the roots are green.

Campbell & Pierce, Lewisburg, O., March 13: The wheat in this section will not make one-fourth of a crop. We

are sure half of it will be plowed up. It is the worst prospect for a crop we have seen in fifteen years.

Thomas Carr, of Antwerp, O., informs us that Asa Smith is getting out timber for the elevator to be built this spring. Ely & Bissell will remodel their elevator, and Henry Harris probably will remodel or enlarge his elevator.

The elevator and mill of G. W. Weiser & Son at Gilboa, O., was burned March 7, with 2,000 bushels of grain. Loss, \$15,000; partly insured. A large portion of the grain was owned by Southworth & Co., the well known commission merchants of Toledo, O. Three freight cars of the Findlay, Fort Wayne & Western were saved with difficulty.

PACIFIC COAST.

A grain elevator is to be built at Ephrate, Wash.

Barley in northern California will be benefited by the recent rains.

A grain warehouse will be erected at Clovis, Cal., by the Kutner-Goldstein Co.

The largest grain fleet that has ever left San Francisco within 48 hours sailed March 8.

The California Fiber Co., of San Francisco, is introducing the cultivation of hemp on a large scale in California.

George B. Nicoll, manager of the West Seattle Elevator, has engaged in the shipping and commission business at Seattle, Wash.

The Shawnee Warehouse Co., of which A. Kuhn of Colfax, Wash., is a large stockholder, accuses agent W. H. Clifford of having embezzled 18,000 bushels of wheat. Mr. Clifford is a director and has been in charge for two years.

The mutual benefit association of the San Francisco Produce Exchange has completed its twentieth year. During the year 5 of the 122 members were lost by death. After paying benefits and incidental expenses the treasury contains \$1,254.

SOUTHEAST.

A corn elevator will be built at Owensboro, Ky., by the Marsden Co.

The new 1,000,000-bushel elevator at Newport News, Va., is about one-fourth completed.

The Havana Plantation Co. has been incorporated at Wheeling, W. Va., to deal in grain and cultivate crops.

The American Rice Co. has been formed to cultivate 36,000 acres of Louisiana land. The capital stock is \$1,000,000; and options have been obtained on several desirable properties.

Hy. H. Smith, secretary of the New Orleans Board of Trade, reports the movement of rice at New Orleans between August 1 and February 1 as follows: Receipts, rough rice, 831,966 sacks; cleaned rice, 9,976 barrels; shipments, rough rice, 121,854 sacks; cleaned rice, 187,277 barrels. For the corresponding period a year ago receipts were, 637,356 sacks rough rice, 3,328 barrels cleaned rice; shipments, 564,156 sacks rough rice and 147,330 barrels cleaned rice. The stock on hand March 1 was 54,298 sacks rough rice and 14,641 barrels cleaned rice. Stocks a year ago were 86,776 sacks rough rice and 16,805 barrels cleaned rice.

SOUTHWEST.

Enid, Okla., grain dealers pay out about \$4,000 per day.

Farquharson & Linzee of El Reno are buying grain at Billings, Okla., also, with B. R. Burnett as agent.

The Choctaw Mill & Elevator Co. has been incorporated at El Reno, Okla. The capital stock is \$20,000; incorporators, R. S. Trulock, H. C. Bradford, Frank E. Gillette.

A grain dealer at Newkirk, Okla., got into a gun fight recently. A bullet intended for his heart was stopped by a grain record book which he had in his breast pocket.

TEXAS.

F. S. Windle has broken ground for his new elevator at Britton, Tex.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The Lott Milling & Elevator Co. has been formed at Lott, Tex., with \$12,000 capital, by A. L. Patton and others.

The Eddy Grain Co. has been organized at Eddy, Tex., with W. C. Collins as manager, and will probably build an elevator.

The Steel Storage & Elevator Construction Co., of Buffalo, N. Y., has been awarded the contract to erect steel tanks for the Collin County Mill & Elevator Co., of McKinney, Tex., of 180,000 bushels capacity.

The Texas railroad commission has ruled that corn in the elevators of the Galveston Wharf Co. is not subject to back haul privileges when reconsigned.

P. T. Andrews & Co., Fort Worth, Tex., March 12: We are needing good rains generally over the state, as wheat and oats are commencing to suffer, and ground is not in proper condition for planting corn. If we do not have a good rain soon, it is apt to cut both wheat and oats considerably short of what is expected. Don't think the volunteer oat or wheat crop was damaged to amount to anything by the recent cold spell.

P. T. Andrews & Co., of Fort Worth, Tex., write: The Arbitration Committee meets here tomorrow, and has a number of cases to dispose of. Owing to several different grades of oats in our state last season, most all the dealers have had more or less trouble on their shipments. We are also of the opinion that the "boys" the coming season will go pretty slow on storing oats, even at much lower prices than paid this last season. Don't think any of them will get rich, and some of the large ones have already expressed themselves as having learned a good deal. There are quite a lot of oats in the hands of dealers and farmers in the state, and prices have declined steadily for the last 60 days, and are now worth about what they cost them last summer. Twenty to 23 cent oats in Texas, even if bright, with 20 cent corn, is a thing of the past, as far as speculation is concerned.

WISCONSIN.


Grain trade news items are always welcome.

Ten of the vessels wintering at Milwaukee have been chartered for grain.

The Northern Grain Co., of Manitowoc, Wis., will enlarge and improve its grain elevator.

George Martin and Frank Hill have purchased the elevator of A. G. Hardell at Dousman, Wis.

The Chicago, Milwaukee & St. Paul Railway Co., it is said, is about to let contracts for the construction of elevators and warehouses at West Superior, Wis.



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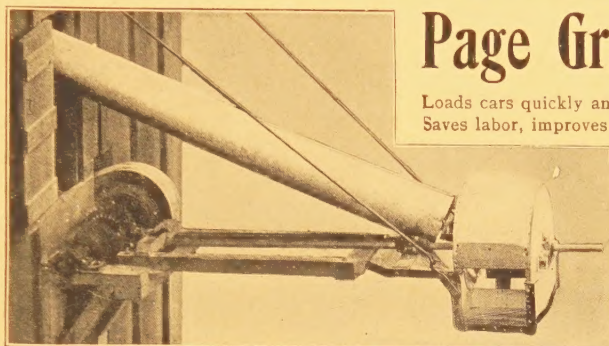
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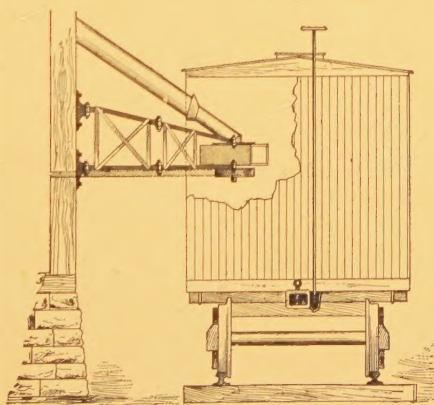
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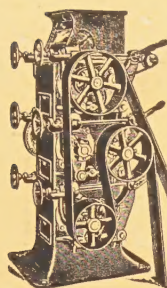
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